

January 1989

The National Locksmith®

The
National
Locksmith

60

Years

Serving The
Locksmith...

...For 60 Years!

Distributor
Profiles
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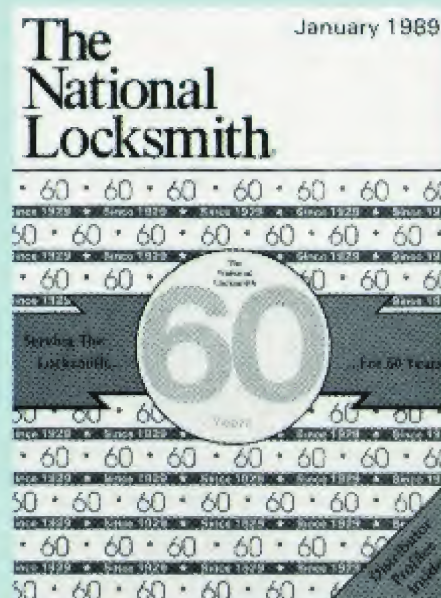
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**Click on the article
you wish to read**



On The Cover

This month's cover celebrates our 60th anniversary! Yes, *The National Locksmith* magazine has been providing you with up-to-date technical information and trade news since 1929. It also refers to this month's special feature, distributor profiles. (Cover art by Sandy Kucharski and Debbie Schertzing.)

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Commentary

Happy 60th Anniversary!

This month we celebrate the sixtieth anniversary of *The National Locksmith* magazine. As we welcome in the New Year, we do so with our 720th edition of this publication. January 1929 was time of our birth. The proud father, Stan McLean, was a locksmith, himself born in 1896. In 1927, he closed his shop and began to travel around the country selling the code books he had published.

Stan had a great love for locksmithing and for people. As he became friends with hundreds of locksmiths from all parts of the nation, he realized the need for better communication among this widely scattered group. Thus *The National Locksmith* was born. The magazine was type-written and mimeographed. But it was beautiful inside. This was the first time the locksmith had his own magazine devoted exclusively to his work.

In 1962 Stan retired, and he passed away in 1969. But *The National Locksmith* continued to serve the locksmith. Mr. and Mrs. S.J. Edwards published the magazine, until Mrs. Edwards sold it in 1966, after her husband's death. Banding together to save *The National Locksmith* were fourteen loyal locksmith subscribers. They were: Burt Dutcher, Harold George, Ken Hepler, Ted Johnstone, Constant Maffey, Marge McCown, Larry Mestak, Robert Nelson, Robert Rackliffe, Robert Rognon, Ed Sanger, E. Harold Stites, Edwin Toepfer, and Joseph Zastrow.

By 1977 the membership had remained steady at about 1500 locksmiths. Late that year the National Publishing Company was formed to continue publishing *The National Locksmith* under its present ownership. I feel privileged to run the magazine as it enters its sixtieth year. Our circulation has now grown to be twelve times greater than it was only about a decade ago.

Locksmithing has changed a great deal in the last 60 years. For example, the number of key blanks available has climbed from a few hundred to many thousands. There are dozens of new locks on the market. Masterkeying has grown into a science. The locksmith no longer has to be part blacksmith, manufacturing all his own tools and fabricating many keyblanks by hand. In those days the locksmith was almost a magician.

Today, the well run lockshop features precision duplicating and code machines which would have stunned locksmiths back in 1929. Many of you use a personal computer to help run your business. This would have been shocking only 10 years ago. As you know, the electronics aspect of this industry has taken root. Now you can secure doors with electronic and electromagnetic forces as well as with a bolt. The mortise lock has largely been replaced by the tubular deadbolt. All these and many more changes have happened over the last 60 years.

What will happen in the *next* 60 years? We're talking about the year 2049 here! Perhaps we'll lose the car opening portion of our business by then. If so, I have faith that people will still be locking their keys in their space shuttles. No doubt the beeper will go off at 3 a.m. and you'll have to blast off to Venus to let someone back in their vehicle. I expect that we'll see even more change in the next 60 years than we have in the past. I can't tell you exactly what will happen. However, I can promise you two things. The professional locksmith will still be around. And he'll be reading a copy of *The National Locksmith*.

We are very proud to tell you that *The National Locksmith* has now announced our own complete code book program. Our system features all the new codes, over 1.3 million of them. Plus we have introduced our Code Hotline. This is a free telephone help service for all our code book users. When you buy your code books from us, if you ever have a question or a problem with a code, help is only a phone call away. See pages 43-45 for more details.



Marc Goldberg
Editor/Publisher

January 5

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and lengths. Please address your comments, praise, or criticism to: Editor, **The National Locksmith**, 698 Bonded Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Reader Applauds O'Shall Corbin/Russwin Series

I applaud Don O'Shall's two-part article in the July and August 1988 issues of *The National Locksmith* concerning Master pinning the Corbin/Russwin removable core cylinder. As my efforts are concentrated mainly on the design and assembly of these products and not the disassembly and decoding of them, it was certainly refreshing to read about the reverse process, which you described in both an enjoyable and comprehensive manner.

R.M. Davidian
Emhart Hardware Division
Emhart Industries, Inc.

Suggestion Combines Licensing/Police Opening

Sometimes it seems that an issue gets dragged on so long that the issue seems to get to the point that it is a rehash of the same point-counterpoint situation.

The issue of the locksmith vs. police on lockouts is definitely in that cata-

gory. However, in the November edition, two separate, articles, combined with some thought, has prompted me to propose a idea.

Since you (and some of us) support the licensing and/or registration of locksmiths, and the locksmith vs. police issue on lockouts needs to be resolved, why not issue lists (through licensing or registration) to the local police agencies and then (as needed) call them on a rotation basis like many police agencies do for wrecker services. Such a system would insure that reputable locksmith are doing the work and that all the area locksmiths get their fair share of referrals.

Carl E. Stanton
Colorado

Editor's Note: Some municipalities have adopted measures similar to what you suggest. Schaumburg, IL, for example, refers calls to locksmiths who have registered with the Police Department.

Locksmith Accounts Attempt at Registration

Welcome aboard. We have just finished reading your Editorial on registering locksmiths (Commentary, November 1988). The State of Florida Board of Locksmiths (aka FLA) attempted to introduce such legisla-

tion. We were not successful. We could not obtain support from the locksmiths.

We applied under the Electrical Board for cost reasons. To create a locksmiths board, under Florida procedures, it would have cost each locksmith \$400 to \$600 for registration only instead of \$75.

Ken Morey
Florida

Reader Expresses Ideas To Improve Trade

There appears to be much controversy about how we in the locksmithing industry should cooperate with our state and national associations. There are those people who want to close in and lock out the small business enterprise system, and consolidate all of us into one big entity.

I for one don't like that idea and I'm sure there are others out there who feel the same way I do. If no one is willing to speak up and defend the individual free enterprise system in America, then we might as well give up now and become extinct, a lost art. Lately, I have found that there are those less willing to share their experience with other locksmiths and apprentices, including information that some feel is privileged only to them.

As for myself, I have survived this

Continued on page 82



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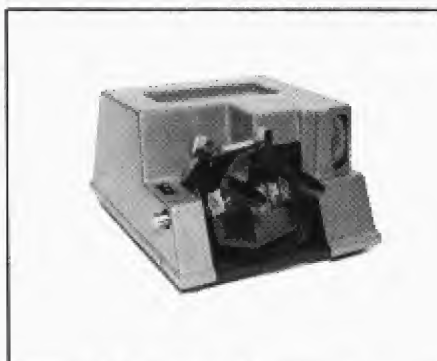
First Prize



HPC Bravo

The two speed motor cuts brass or steel. The 4-way vise jaws securely hold almost any key. A micrometer style depth adjustment and precise shoulder gauging cut the most accurate keys possible.

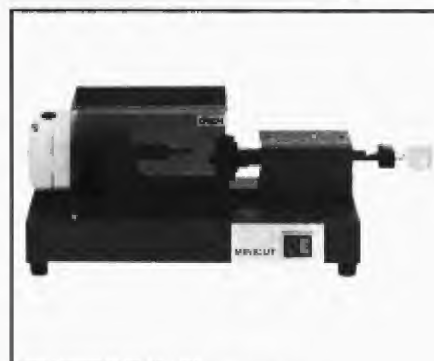
Second Prize



ESP 990 Manual

This machine features double-sided reversible jaws that eliminate the need for adaptors. The carriage is fixed to the sliding carriage shaft resulting in reduced play and less shaft wear.

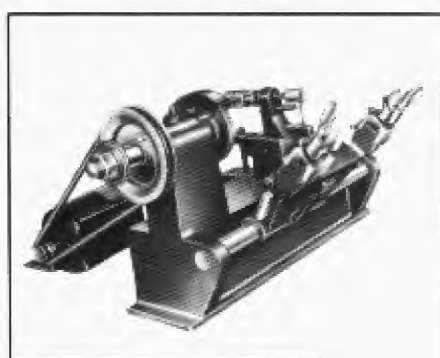
Third Prize



Ilco KD94

Cuts the 1137 tubular key, brass or steel accurately and quickly. Features include large chuck to hold standard size key heads, easily adjustable.

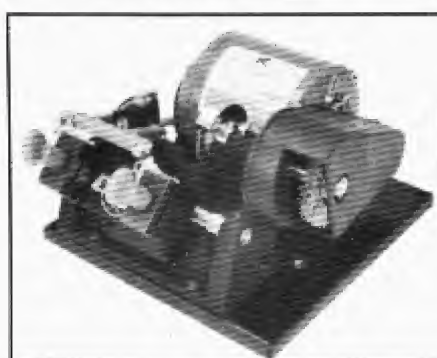
Fourth Prize



Belsaw 200

Duplicate, cut by code, cut flat steel keys. Complete machine with motor, three cutters, guides, and instructions. Built-in micrometer.

Fifth Prize



HPC 9160

Ideal for large key duplication. Equipped with fine double-sided jaws ensuring accurate cutting with little or no wasted blanks.

Sixth Prize

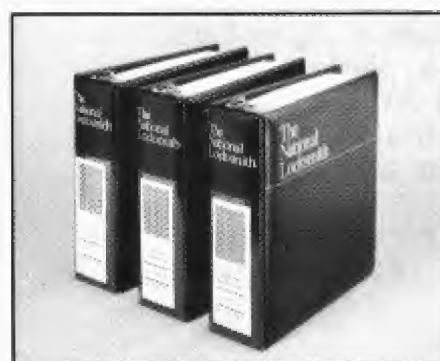


\$150 Cash

Everyone can use a few extra dollars! This prize will brighten your day...and fatten your wallet.

Code Books From The National Locksmith

Seventh Prize



General Code Book Set (NGCB)

These three books contain 450,000 codes covering domestic lock and automobile codes.

Eighth Prize



Padlock Code Book Set (NPCB)

These three volumes offer 462,000 codes covering Dudley, American (Junkunc), Master and Yale.

Ninth Prize



Foreign Car Code Book Set (NFCB)

This two volume set holds 432,000 codes for the complete variety of foreign cars, from Alpha Romeo to Yugo.

Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 698 Bonded Parkway, Streamwood, IL 60107.

by Robert Sieveking

Writing this month's column has been one of the hardest things that I have done in a while. Reviewing all the Technitips published this year and deciding which were the best, in terms of originality and technical competence, which showed the highest level of professionalism and which tip solved some common problem that has existed in the locksmith trade. To those that have taken the time to enter this year's contest, "Thank You." To those that have won, this year's Technitips contest, "Well done."

1988 Technitips Winners

David Parsons of Utah has won the First Prize for the best tip of the year, for his February tip on making a first key for the Ford 10 wafer ignition lock.

This tip is distinguished by the fact that the ignition cylinder is not destroyed during the removal process.

Congratulations David, the HPC Club machine will make a nice addition to your key cutting capabilities.

Joseph Ferrero of New York has won the Second Prize for his August tip on a method of making a simple trap cylinder from a standard mortise cylinder. This tip is distinguished by the fact that the key can be released using a magnet to lift the gravity "trap pin," without destroying the cylinder. He has won the Free Flo key machine. Joseph, I'm sure you will make good use of this key machine.

Milton Chanove of Missouri has won Third Prize for his May tip concerning the modification of an Ilco Exacta key clipper to cut half depths, required to make try-out keys for the Ford ten wafer locks. Milton has won the Saber Tooth key machine from The Locksmith Store.

Larry Thompson of Arkansas has won the Fourth Prize for his June tip on opening a fire file. He has won the Ilco KD94 Tubular key machine.

Gary Johnson of West Virginia has

won the Fifth Prize for his March tip on installing a deadbolt in a hollow metal door. Gary has won the 9150 Speedex key machine from HPC.

Troy Sullivan of Canada has won the Sixth Prize for his July tip on car opening. Troy has won \$100 cash. I'm sure he'll put that to good use.

Geoffrey Weliver of Indiana has earned an Honorable Mention for his April tip on removing a broken screw from a mortise lockset. His prize is \$25 cash.

As you can see, there have been some fine tips printed this past year, and some outstanding rewards for sharing them with the trade. This year's winners have distinguished themselves in their trade, by contributing to the technical excellence of the locksmith industry. "Thank you gentlemen. Happy New Year."

Congratulations to all those that had their tips printed this past year. Your contributions are appreciated.

This month begins the 1989 competition. If you have any new tips that would benefit the trade, get them in. You may be numbered among the winners next year.

How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to *The National Locksmith*. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, *The National Locksmith*, 698 Bonded Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will **not be eligible**! So get busy and send in your tips today! You may win cash, merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1989? Enter today! It's a lot easier than you think!

Every Tip Wins 'Locksmith Bucks!'

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the great prizes pictured above.

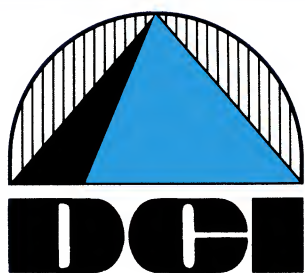
January's Best Tip

This Technitip is for a "C" ring removal tool. These tools are worth much more than the few minutes it takes to make them.

Anyone that has worked with locks any length of time has had a crescent ring, commonly called a "C" ring, get away and go flying through the air. This is a simple problem in the shop, but out on the job, it can cause a trip back to the shop to get another ring.

The simple tools shown in illustration one will let you remove "C" and "E" clips with complete control, and can be made in about 15 minutes from common materials around the shop.

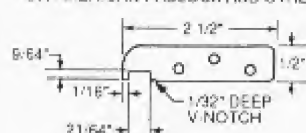
The tool that is easiest to make is made from $\frac{1}{2}$ " steel electrical conduit. The only tools needed are a hacksaw, file and hammer. A better ring removal tool can be made from $\frac{1}{2}$ " wide .020" spring steel stock, purchased from most lock supply



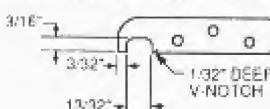
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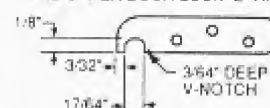
FOR AMERICAN PADLOCK AND OTHERS



FOR ABUS PADLOCKS, ARROW KNOB CYLS., SARGENT AND OTHERS



FOR HISSAN, HONDA AND OTHER DOOR LOCK "E" RINGS



ALL TOOLS.
.020" SPRING STEEL

Illustration 1

companies. The spring steel is harder to work with, but will wear better. It also must be screwed to a wood or other type handle.

To remove "C" and "E" rings, many locksmiths use two screwdrivers, or a piece of flat steel with a large "V" notch in the end. Either of these methods will work, but there is no control of the ring, unless you have three hands.

The secret of these tools is the small "v" notch to locate the tool properly on the ring. To remove the ring, hold the lock cylinder in your hand and place the small "v" notch in the tool over the right end of the "C" ring tip, (as shown in photograph two.) Now move the tool



2. Positioning the "V" notch over the "C" ring.

counterclockwise around to contact the left tip of the "C" ring and continue the turning motion counterclockwise around the lock plug until the ring is moved away from the plug about a sixteenth of an inch. This leaves the ring in a neutral posi-

tion; not trying to come off or fall back into the groove in the plug.

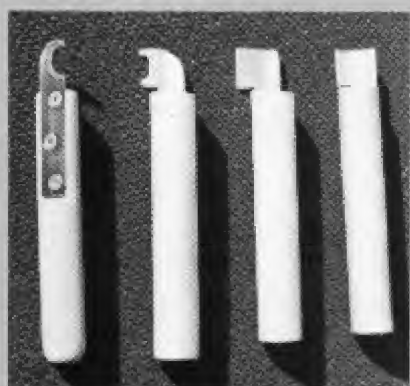
Next remove the tool and place the small hook end of the tool under the center of the ring. (See photograph 3.) Holding the ring between the thumb and hook end of the tool, remove the ring from the cylinder.



3. Hooking the center ring for removal.

There is no chance of the ring flying off, if this procedure is followed.

To make the conduit tool, cut a 5" piece of electrical conduit and saw a slot about $\frac{3}{4}$ " from the end. This should leave about $\frac{1}{2}$ " of material. Split the end lengthwise to remove the half of the tubing that contains the weld seam. Flatten the tip of the tool as shown, and file to the dimensions from illustration one for the desired tool. Photograph four shows a progression for making the tool, and an example of the spring steel tool.



4. Progression of tool creation.

Use of these tools should make your work easier, because you can spend more time working on the bench and less time under it.

R.C. Womack
Texas

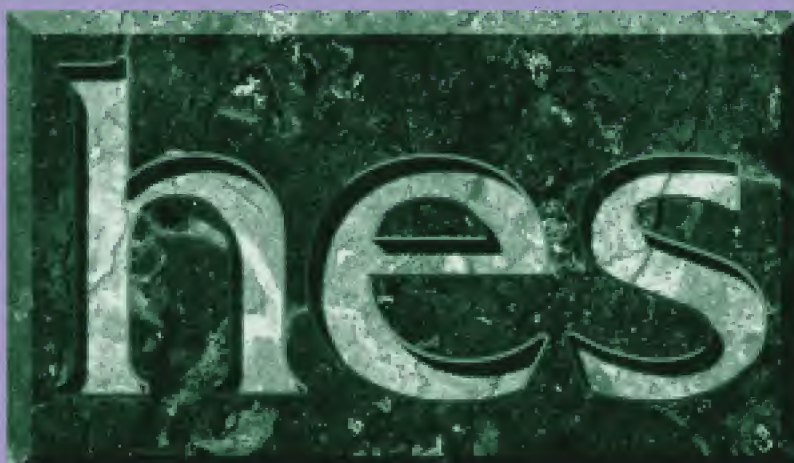
This Technitip concerns the use of a CO₂ or Halon fire extinguisher to prevent the contents of a safe from flashing when a thermal lance is used to penetrate the door.

When drilling a safe, it sometimes becomes necessary to use a thermal lance to penetrate one of the more exotic hardplates. Consider this before you begin. Drill two holes (upper and lower) in the side of the safe or beyond the protected area of the hardplate, in the case of a floor safe. Using the CO₂ or Halon extinguisher, flood the interior of the safe with this inert gas before using the lance. This will minimize the possibility of igniting or flash burning important documents or paper money with the inevitable spray from the lance.

The combustible materials may have burn holes in them from the molten metal, but without oxygen, they won't flash and burn.

Ray Galinas Sr.
Montana

Editor's Note: It is a common practice in tank welding, to fill the tank with an inert gas to prevent flashing. The other gases used are argon or helium. I would suggest argon, as it is heavier than air and will not escape up (in the case of a floor safe), like helium would. Also, because it has been my experience that most exotic hardplates are not welded tight to the inside of the door, it may be possible to inject the inert gas through the drilled hole, using the margin around the door as a vent for the air in the vault.



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This Technitip concerns an easy-to-make pick key for most lever tumbler latch type locks. This tip works well on the National brand 5 lever spring latch locks used on small lock boxes, mailboxes, single drawer locking files and some desk locks.

Because of the construction of these locks, the latch can be retracted without disturbing the tumblers. (See illustration 5.) The pick key simply acts on the spring latch, without actually picking the lock at all. The pick tool is made

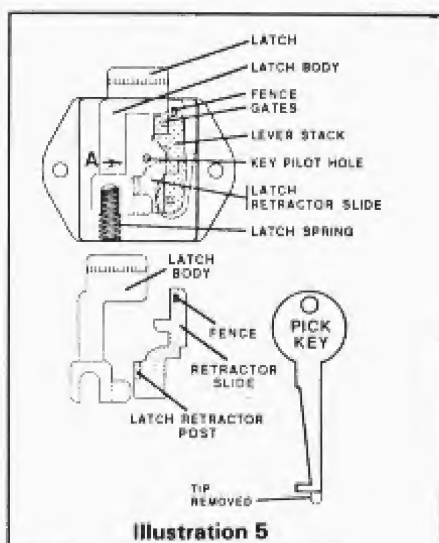


Illustration 5

from a regular flat steel blank. File off the tip guide of the key. Measure back $\frac{1}{8}$ " from the tip of the key and make a cut to one half the width of the key, then taper this cut back to a $\frac{1}{16}$ " throat cut.

To use the tool, insert the pick into the lock and turn the key carefully in a counterclockwise direction. Feel for the side rail of the latch body. (See illustration 5, point A.) Ease the tool out of the lock slightly, until it turns over the top of the latch rail. Tilt the tool against the tapered cutout and continue to turn counterclockwise to contact the latch spring chamber and retract the latch bolt. Remove the lock to fit a key in the usual manner.

A. Wayne Wisely
Illinois

I finally got up the nerve to send in this little tidbit. My Technitip is a way to make a precision strike locator from an old Kwikset drive-in deadbolt. The strike locator was made from a 660 deadbolt, and will locate for a $\frac{3}{4}$ ", $\frac{7}{8}$ ", and 1" edge bored hole. (See illustration 6.)

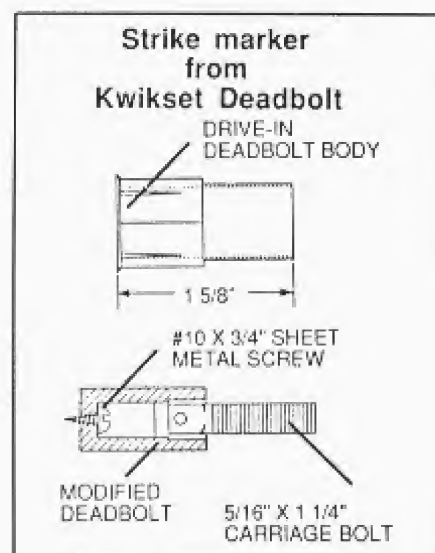


Illustration 6

Disassemble the deadbolt and grind off the inside end of the plunger. Drive out the brass pin and save for use in attaching the carriage bolt later. Drill a $\frac{9}{64}$ " hole in the exact center of the face of the deadbolt and install the $\#10 \times \frac{1}{4}$ " sheet metal screw from the inside. Screw it in just enough to leave a short point protruding from the end of the deadbolt. Grind the head off of a $\frac{5}{16} \times 1\frac{1}{4}$ " carriage bolt, but leave the flats on the head of the bolt. Insert this



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into the rear of the plunger. Drill a $\frac{1}{8}$ " hole through the carriage bolt, using the hole in the plunger as a guide for proper location, and pin it in place using the brass pin saved earlier. Cut or grind the rear of the deadbolt body to an overall length of $1\frac{1}{2}$ ".

To locate for a $\frac{3}{4}$ " hole, use the plunger only. To locate for a $\frac{1}{2}$ " hole, insert the deadbolt body from the inside of the door and use the metal sleeve (behind the drive in portion of the body) as a guide for the plunger. To locate for a 1" hole, insert the deadbolt body from the edge of the door and use the drive-in portion as a guide for the plunger. If the body is tight in the 1" hole, it can be removed by pulling the plunger back, giving it a $\frac{1}{4}$ turn and forcing it out the edge of the door. This will force the body out with it.

Ron Burke
Florida

Like to put another key machine in your truck, but just can't find the room? A little short of bench space for that specialty key machine that only cuts Ace tubular keys? This Technitip

is for you.

Get an old pop-up typewriter base from an old office desk, or a lift-up mixer stand from a local cabinet shop. Mount the pop-up base under the bench and mount the key machine to the base. Be sure that the power cord is long enough and does not tangle in the mechanism. Your key machine will be handy when you need it and out of the way when you don't.

I've carried my HPC 1200 code machine, in the truck, this way for over two years now, with no adverse effects.

David Franchuk
North Dakota

Here is a Technitip that doesn't seem like much, but it saves me a lot of time when picking the Weiser key-in-knob locks for rekeying or making a first key. I use a medium size alligator clip to hold the small locking shaft out, while picking the cylinder. I've found this technique considerably faster than using vise-grip pliers or other clamps. Using this method, the lock needn't be held in a vise while picking. Some-

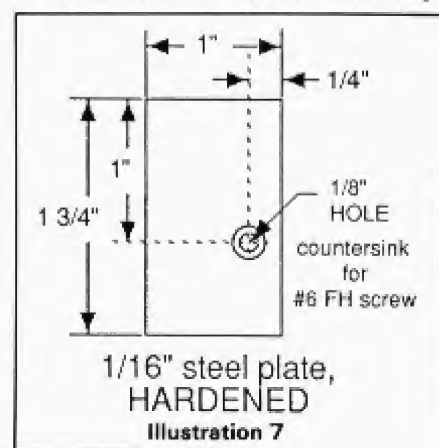
times, I find it easier to pick these locks in my hand than when they are held in a vise.

I hope this tip helps another locksmith save a little time picking these locks.

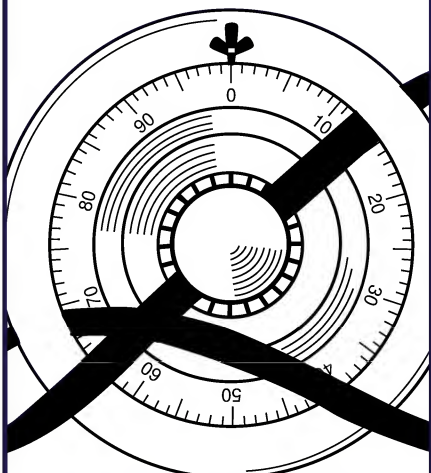
Christopher Denn
Oklahoma

This Technitip concerns preventing entry into the Adams Rite type locks by the drill and manipulate or ice pick attack.

Adams Rite locks installed with high



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security cylinders and hardened cylinder rings may fall prey to this form of attack and should be protected as shown in illustration seven. The attack involves the drilling of a small hole immediately below the cylinder, in the case of the latch-type lock, or immediately below and toward the hinge side of the door in the case of the swing-up style bolt. The soft aluminum stile of the door, is very easy to drill. Once the hole has been drilled, the burglar

simply pushes down the deadlocking pin in the lock bolt to allow the door to be opened.

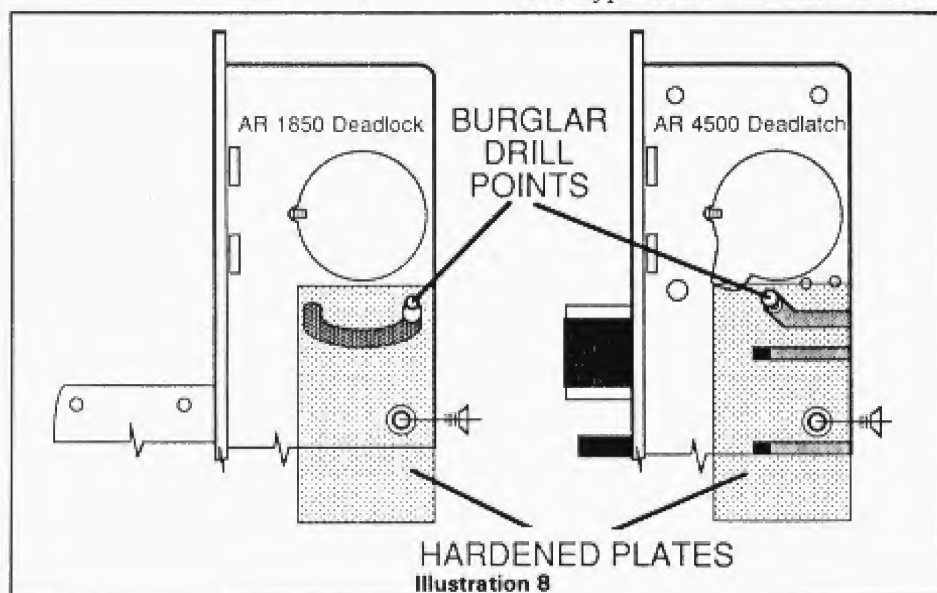
This break-in technique can be defeated, for the most part, by the installation of a hard steel plate on the outside of the lock body, inside the door, to prevent the drill from reaching the lock. Illustration eight shows a detail of the dimensions for the plate. The plate is installed using a short flat-head self-tapping machine screw. The latch-type locks will have a screw

already in the lock body at the proper place. The swing-up bolt-type locks will need a hole drilled to accept the attaching screw. Use the plate as a guide for locating the correct position for the hole.

Frank Markisello
New York

This Technitip involves loss prevention. When I finish repairing or recombining a customer's lock, I put the lock, any small parts, and the invoice into a zip-lock or sealable clear plastic bag and set it aside to wait for the customer. The invoice is easily readable through the bag, and none of the parts or keys can become separated or lost. When a customer brings in a disassembled lock, as customers will sometimes do, all the parts and an invoice giving the customer's name and phone number go into a bag to await repair. This system is especially good when you have several cylinders. It saves time and avoids confusion.

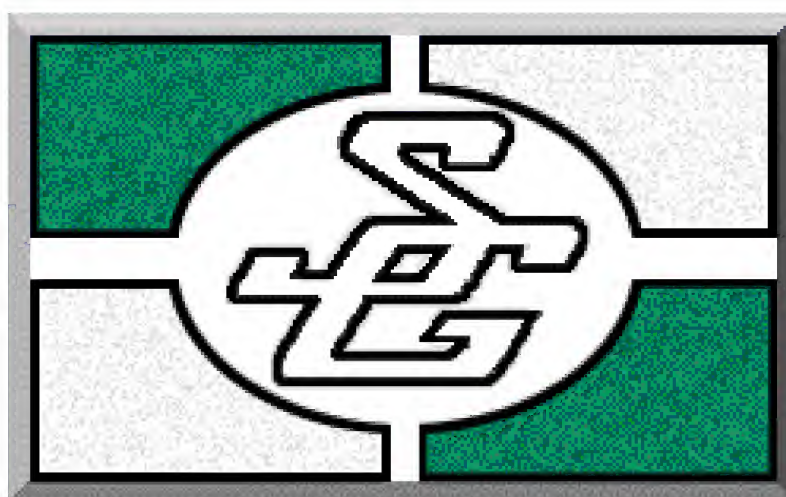
Richard Gorham
Indiana



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Newsmakers

New Products and Industry News

Arrow Enters Exit Device Market

Arrow, known for its complete line of locks for the new construction, replacement, government and OEM markets, is adding exit devices to their product line.



The new Arrow S1200 series is a non handed rim-type exit device which covers the vast majority of applications. A single chassis contains all functions so it is necessary to purchase only the one device, plus different trims and cylinders to meet specific needs. It can operate as exit only, storeroom function by rim cylinder and pull, storeroom function by knob, classroom and passage function.

The knob for the storeroom, classroom and passage function is Arrow's medium-duty ball design that is provided with a cylinder in the stock Arrow A keyway. The Schlage C&E keyways are also available.

The one-piece chassis is designed for easy installation in a 161 prep for stock hollow metal and wood doors. It is made of an aluminum-magnesium alloy for a combination of light weight and strength.

La Gard, Inc. Announces Autoscamble Lock

La Gard, Inc. has announced the development of an innovative combination lock that forces the user to re-dial the combination each time access to a safe is desired.

The lock has been designed to meet the problem of "mysterious disappearances" of cash from safes. Employees, either through laziness or intent, frequently leave the combination of their safes unscrambled. The safe can then be opened by simply turning the dial and/or handle. Security is completely compromised, but the safe looks locked.

The new Autoscamble lock from La Gard addresses this problem. After opening a safe, closing the door and returning the handle to the locked position scrambles the combination automatically—forcing a complete re-dialing of the combination.

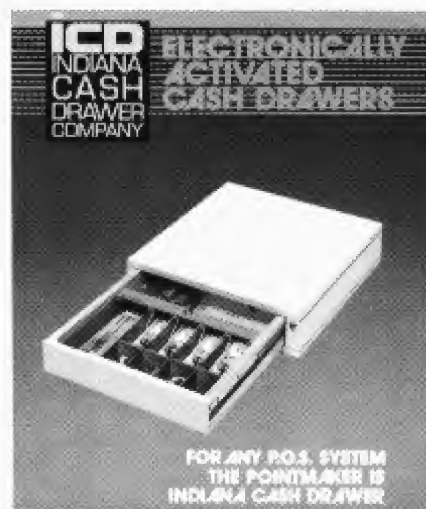
The Autoscamble feature has been incorporated inside La Gard's standard 3330 combination lock, allowing it to be easily retrofit in the field—just replace the existing lock with the Autoscamble lock.

The new locks will be available before the end of January.

Indiana Cash Drawer Offers Electronics Catalog

Indiana Cash Drawer Company has issued a new 16-page full color catalog covering its electronically activated cash drawers and all related interfacing options useable with various computer systems and printers to equip a point-of-sale system. The catalog names Indiana Cash Drawer's electronically activated products the "Pointmaker™" in P-O-S system development.

The new catalog, a companion to the company's previously issued catalog of manually activated cash drawers, was distributed to attendees at Fall/Comdex and through dealers and distributors.



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Master Lock's Tough Wide-Body Padlock

Difficult-to-protect storage area entrances such as gates, cooler and freezer doors, as well as trucks, industrial machines, tools and other equipment are easily secured with Master's No. 101 wide-body rekeyable padlock.

Designed to protect commercial property requiring extra shackle clearance, the No. 101 has a 3¼" wide padlock body, a horizontal shackle clearance of 2¼" and a vertical clearance of 3½". To insure maximum security protection, the wide-body padlock



features a case hardened, high-tech steel shackle.

For commercial installations, the rekeyable feature allows changing the padlock cylinder when a loss of security is feared, rather than replacing the entire lock.

High Tech Tools' Locksmith Printing Service

High Tech Tools has a new feature in their catalog, a locksmith printing section. Because they own and operate their own commercial printing facility, they can offer a selection of high quality specialty forms such as locksmith invoices, purchase order forms, statements and work authorization sheets, all of which are printed with the locksmith's company name, address, and phone number and choice of one of their many locksmith logos.

They also offer custom locksmith business cards, stationery and envelopes.

Blank Plastic's New Emergency Key Holder

Blank Plastics introduces Stor-A-Key™, the credit card size emergency key holder. Stor-A-Key fits easily into a wallet, purse, pocket, or secret hiding place, and holds two spare keys on one side and a promotional message on the other. Stor-A-Key is also available with either magnetic or adhesive backing for use in a car, home, garage or office.



It's a practical promotional giveaway for any car dealership, insurance agency, real estate firm, locksmith, or any service related industry.

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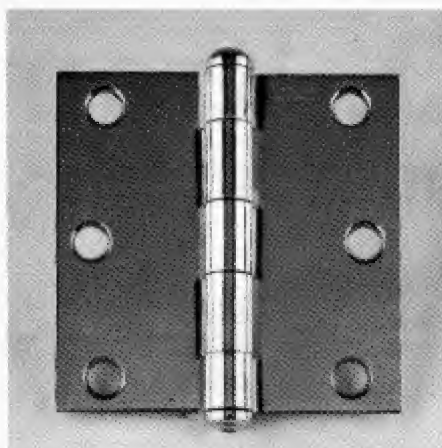
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Stanley Hardware Introduces New Solid Brass Hinge

Stanley Hardware introduces a new 3"x3" hinge that further rounds out its line of solid brass residential hinges.

This new size hinge can be easily installed into a standard three inch mortise and is designed for use with decorative wooden screen doors. Constructed of solid brass with an attractive hand polished US3 tarnish-resistant finish, the 3"x3" hinge coordinates exterior entryways with the home's interior bright brass



hardware.

The new hinge complements Stanley Hardware's 3½" and 4" sizes, all available in square, ¼" radius and ⅝" radius corner styles. Each features a stylized tip design and a non-rising removable pin.

All of these solid brass hinges are available individually on display cards or boxed in pairs complete with solid brass screws and easy-to-understand installation instructions.

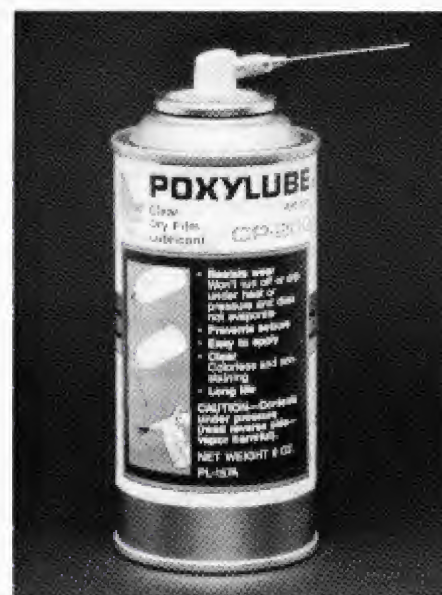
Sandstrom Offers Poxylube Dry Lubricant

Sandstrom Products Company's Poxylube CP-200 is a specially formulated dry film lubricant. It's easy to apply and is ideal for use where a protective and highly lubricant coating is needed.

Use Poxylube in a wide variety of mechanisms from locks to hinges or anywhere there is metal to metal contact. It's a clear, colorless coating that can be applied to just about any surface without special preparation.

Poxylube can be applied by either spray or dip and it's also available in a safe aerosol form. It dries in seconds without evaporation or run off and leaves a clean dry film coating. Poxylube contains no oils or other petroleum products so it doesn't attract dirt or dust build up.

Poxylube is ideal for equipment with frequent disassembly. It's lubricative and protective properties actually help to prevent rust, corrosion, fretting and galling.



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Corby Offers Economical Weatherproof Keypads

The Corby Model 7023 Weatherproof Digital Key is an economic alternative keypad for outdoor locations. It provides a number of useful features built into an attractive, waterproof housing.

The weatherproof Lexan cover hides the keypad and protects the electronic circuitry from moisture and other outdoor hazards. An incandescent night-light makes it easy to use the keypad at night in unlit locations.



Either four or five-digit codes can be programmed into the keypad. Codes can be changed in seconds and there are more than 95,000 possible code combinations. Programmable panic buttons are also included in the unit.

Circle 271 on Rapid Reply

Kwikset Publishes New Home-Security Brochure

With more than 9 million copies of its original "How to Keep Your Home Safe from Burglars" brochure in print, Kwikset Corporation has decided it's time for a new improved version.

The new edition, "Discourage Crime...Protect Your Home and Family Against Burglary," gives consumers vital information on how burglars operate; what to do when you're at home, out, or on a vacation; and how to help prevent crime by working with law-enforcement agencies.

In addition to distribution through locksmiths, who sell or specify Kwikset products, the new brochure will also be widely circulated through the crime-prevention programs of more than 13,000 law enforcement agencies throughout the U.S.



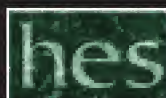
SAVTA Announces Safe Tech '89

The Safe & Vault Technicians Association (SAVTA) is proud to announce its 2nd annual convention, Safe Tech '89, to be held May 8th through the 13th at the Lexington Hyatt in historic Lexington, Kentucky, the heart of the Bluegrass country. This year's meeting will feature four days of safe and vault related classes, and a two-day trade show for industry-related exhibitors.



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Lockable Mullion Alternative

"To get large objects through doorways with double-doors and rim-type exit devices, mullion removal was necessary. The answer was to develop a mullion that locked in place, yet could swing out."

A removable, lockable mullion developed in the University of Maryland locksmith shop gives easy access for items that require removal, yet maintains security and prevents mullion loss or damage.

Walter McCarthy, foreman of the university's locksmith shop, came up with the design as an answer to a recurring problem. When large objects had to be moved in or out of a building with double doors and rim-type exit devices, it was necessary to remove the mullion. While this was not a major operation, it required unbolting, followed by later realignment and reinstallation. More troublesome, the loose mullion was

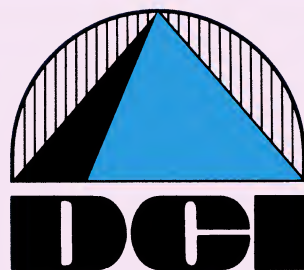
subject to possible damage or theft, and the opening could not be secured after the move until a locksmith was able to reinstall the mullion.

In some cases, vertical rod exit devices may be the simplest way to provide a wide opening. If security and safety requirements call for rim-type devices and a mullion, however, this approach offers an alternative.

The answer was to develop a mullion that locked in place, yet swung out of the way when access was needed. An end plate was machined to accept a keyed deadbolt, then welded into a mullion. At the other end, the mullion was capped with what is essentially the

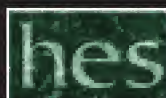
top bracket from a standard mullion. A special bracket was designed and built to accept this end, and a drive pin was installed as a pivot. For the Von Duprin 99 and 33 Series Exit Devices used throughout the campus, standard strike plates were installed in the mullion.

With the design, one is able to simply unlock a mullion as needed, resulting in a full double-door opening. The lock can be installed at the top or the bottom of the mullion, depending on need. For forklift or hand truck access, a mullion with the lock on top and pivoted at the bottom can be folded onto the floor and straddled by the vehicle. If a clear floor is required, the

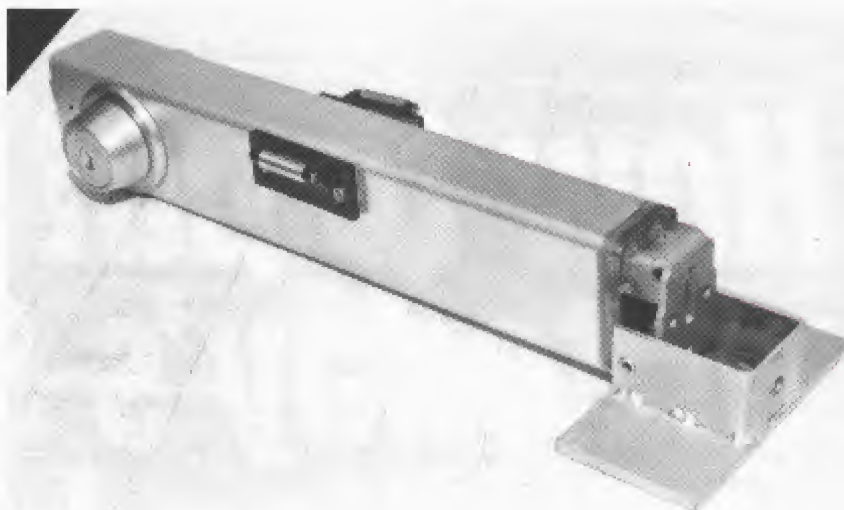


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In position, as shown by this mockup, the mullion locks into place. Simply retracting the deadbolt and removing one screw, shown at the lower right, enables a moving crew to remove a mullion without loss or damage and replace it easily when they are finished.



In completely out-of-the-way position, mullion can be straddled by forklifts or hand trucks. With pivot on top and lock on bottom, mullion can be swung upward and supported by a chain to provide completely clear floor.

pivot can be installed at the top, with the lock at the bottom. In this case, it is necessary to provide a chain or other means of supporting the mullion out of the way as it is swung upward from the opening, however.

In a large complex such as the university, some time may elapse from when a crew is finished using a door until the mullion can be reinstalled. Checking out a mullion key to the crew, who can open and pivot the mullion as needed, eliminates the possi-

bility that an expensive mullion will disappear from the site. It also assures that the doorway will be secured when the crew is finished.

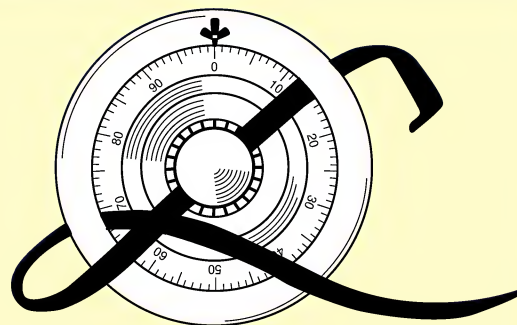
McCarthy explained that the custom machining required adds to the cost of a door opening equipped with the hinged mullion, so it is not feasible to equip all openings. However, on those where mullions must be removed frequently to provide a wider access area, the added costs can be justified.

While only a few doors at the campus



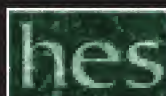
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Walter McCarthy, foreman of the locksmith shop at the University of Maryland, shows a mockup of the lockable pivoting mullion he developed. The deadbolt lock can be at the top or bottom of the mullion, with a bracket and drivepin pivot at the opposite end. As shown, the mullion tilts easily out of the way to provide full access to a double-door opening.

have been converted so far, McCarthy is always on the lookout for other openings where the lockable mullion would be advantageous. The University

of Maryland locksmith shop serves the entire 1,350-acre campus, as well as several outlying facilities. New buildings are constantly being built, and



Typical installation at University of Maryland campus shows lock at bottom of mullion. Von Duprin 33 Series rim-type exit devices are used here.

existing structures are undergoing modernization. With a staff of 13 people, the shop is responsible for writing and reviewing hardware specifications, as well as installation and maintenance of all locks and door hardware. ■

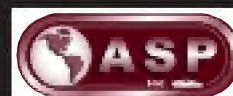
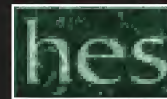
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A New Chicago Wafer Lock

"With the new style lock in the unlocked position, the removal key is inserted, turned approximately $\frac{1}{8}$ turn back toward the locked position and pulled from the shell. What could be easier?"

by Robert Sieveking

Chicago lock has recently begun using a new style wafer lock, that allows the locksmith to remove the lock plug without the special core removal, or poke tool that has been used in the past. I am not sure if this improvement is unique to Steelcase desk locks, but I have only found this new style lock in their equipment.

The Chicago locks used in desks and modular office furniture until recently, used a plug removal system that required the lock to be picked or a key used to rotate the plug 90 degrees (halfway between locked and unlocked) to access a poke hole that

allowed the locksmith to compress the plug retainer wafer and remove the plug for service.

Illustration one shows the old style plug. A notch at the edge of the plug face allows the poke tool to enter the lock between the shell and the plug

only after the plug is turned 90 degrees. This preserves the security of the lock and prevents the plug from being removed without a key.

Illustration two shows the function

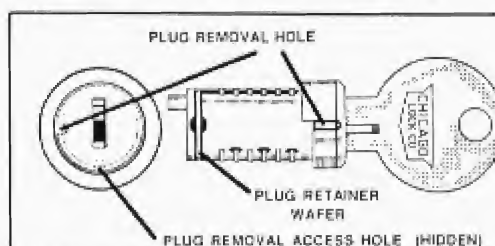


Illustration 1

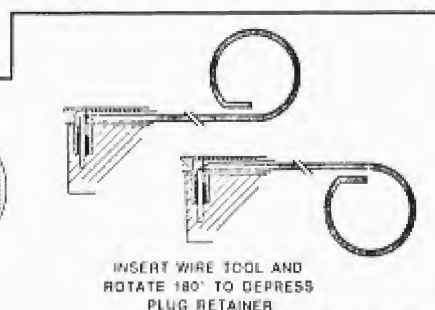
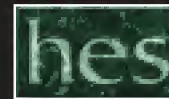


Illustration 2

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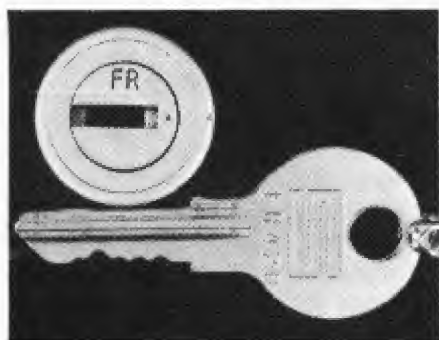
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of the removal tool. A tool like the one shown can be easily made from a piece of spring wire. The wire is ground (sharp) to about a 60 degree angle at the tip and a finger hole fashioned at the other end. Insert the tool into the poke hole to engage the retainer and rotate the tool 180 degrees to push the retainer into the plug. The lock plug can then be pulled from the shell or lock case.

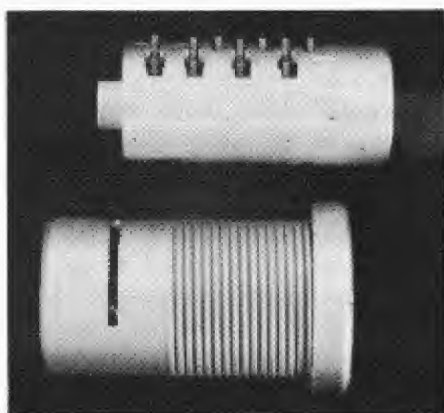
The new style lock, shown in photograph three has no poke hole. This new face design, the presence of master wafers in the lock, and the absence of the poke hole indicates that the lock is of the newer type. The lock is shown in



3. Newstyle Chicago lock without a poke hole.

the locked position. Note that the face of the plug and the shell are marked with an indicator above the keyway. When the indicators are aligned, the lock is in the locked position and the plug cannot be removed. An obstruction in the shell prevents the plug retainer from being depressed in this position. The lock must be turned 90 degrees to the right (unlocked) before the plug can be removed. With the lock in the unlocked position, the removal key is inserted, turned approximately $\frac{1}{8}$ turn back toward the locked position and pulled from the shell. What could be easier?

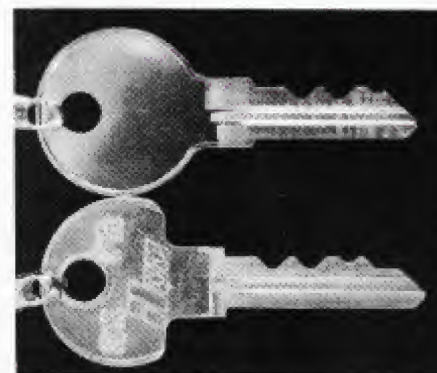
Photograph four shows the plug removed from the lock case. You will note that there are six combination



4. Plug removed from the lockcase.

wafers and a seventh wafer at the rear of the plug. The rear wafer is the plug retainer.

Photograph five shows the beauty of this new system. There are the Master Key and the Removal Key for the "FR" series. The removal key will not operate as a master, to lock or unlock. It is used only to remove the plug, and only when the lock is in the unlocked position (indicators not aligned). The master key is cut on an Ilco 100AM blank. The cuts are 1 5 1 5 1 3, bow to tip. This key will open all locks in the "FR" series that are master keyed. The "XF" series locks use a different master. The



5. Master and Removal key.

"XF" master is cut 1 5 3 1 3 3 from bow to tip on an Ilco 100AM blank.

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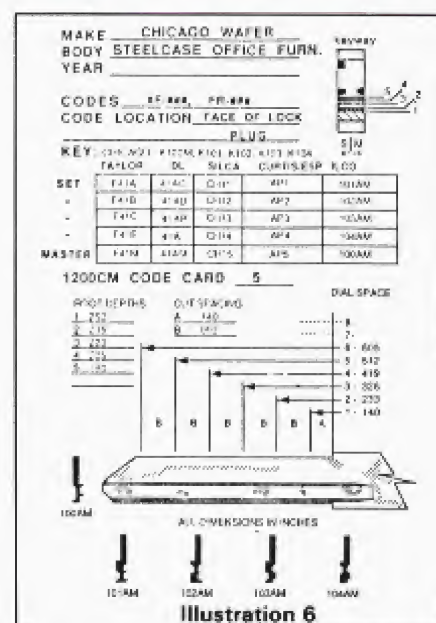
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The lower key shown in photograph five is the "FR" Removal Key. The key has been modified to enter the lock far enough to retract the retainer wafer. The distance from the tip of the key to the shoulder is $31/32"$. File both shoulders back, about an eighth of an inch to get this tip to shoulder dimension then code cut the key as shown. (15151314). The key will be an eight wafer key. The cuts for the 7th and 8th spaces are 1 and 4. Run the 8th cut (#4 depth) off the end of the key, as shown in photograph three to complete the key. The cuts for the "XF" Removal Key are 15313313. Again, run the last (8th space) cut off the end of the key. The head of the key has been filed back also, this allows the key to fully enter the lock.

When using codes to cut the set keys for these locks, here is a simple method for determining which blank to use. Divide the code number by 4. The remainder will be 1, 2, 3, or 0. If the remainder is 1, use a 101AM blank. If the remainder is 2, use a 102AM. A remainder of 3 means a 103AM and "0" indicates a 104AM.

The fact sheet shown in illustration six gives all the necessary key cutting information. If you read these locks, the keyway representation at the upper right hand corner shows the relative positions of the wafers with reference to the major keyway wards. Be careful when reading the master keyed cylinders. The *set biting* is on the left side of the keyway, when viewed as shown. The *master biting* is on the right side of the keyway. You will find most of these locks mounted with the wafers at the bottom.

Cut both masters and both removal keys, and you'll be ready to go. ■

Locksmith Distributor Profiles

"How well do you know your suppliers? This article is an attempt to better acquaint you with some of the wholesale companies serving locksmiths."

Acme Safe & Lock Service Company, Inc.

Acme Safe and Lock Company was formed immediately after WWI by Sam G. Tutwiler, in Houston, Texas. Sam was to become internationally known as an expert safe and vault technician who made many of his own locking and relocking devices by hand. Acme soon became the area distributor for several of the largest safe and vault manufacturers, including York, Herring-Hall-Marvin, and Mosler, and prospered through the 1930's and into the 1940's.

Upon Sam's death in 1942, ownership of the company passed to his son, John, who took his son-in-law, W.T. Richards, as a partner in 1946. During this time, the company's major thrust remained service and sales of safes and vaults, but also began to include lock installations and repairs.

In 1949, W.T. and his brother, M.H. Richards purchased the company from the Tutwiler family, and changed its name to Acme Safe and Lock Service Company, as safe and vault distributorships were no longer a part of the organization. During the next few years, the company evolved into a complete hardware service agency with a major emphasis on door closer

rebuilding, while maintaining the safe, vault, and lock repair departments. It remained so through the early 1970's, all the while accumulating distributorships with most of the major hardware manufacturers.

In 1977, the company took its next evolutionary step with the construction of a new sales office and showroom, and an impressive increase in the stock inventory. At the same time, Acme placed an increasing emphasis on industrial sales by becoming a wholesale supplier of door hardware, while maintaining the lock service department, and scaling down the door closer repair, and safe and vault divisions.

In the early 1980's, Acme discontinued its door closer rebuilding division, and sold its outside service operations. Today they concentrate on the wholesale and retail supply of door hardware and locksmith supplies, while maintaining an in-house lock repair and keying division.

Acme remains, as it started, in Houston, Texas, and has been in its current location since 1956 (although much expansion and remodeling has taken place), and is still owned by the two Richards brothers and their wives. For the past 13 years, it has been managed and operated by three sons and a daughter, with the help of many valued

employees, all of whom work under the same standards of quality, service and integrity that has made Acme successful for 70 years.

Circle 274 on Rapid Reply

Adams Lock & Safe Safe Company, Inc.

Located in Concord, New Hampshire, Adams Lock & Safe Co., Inc. is known for its commitment to provide high quality products to the locksmith and security trades in both central and northern New England. Quality and service have been the key to their growth over a period of 28 years and they look forward to continuing that tradition.

Adams Lock is pleased to offer the full line of high quality, American-made safes by Gardall Safe Corp. They are very proud of the Gardall product line and pleased to offer the full line of both record, and burglary resistive safes. Along with the broad line of safes, Adams also offers customers complete product knowledge, a complete inventory of parts, and a commitment to assist wherever possible. For those who have not sold safes, they will discuss with you how to become involved. For those currently selling



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Adams Lock & Safe

Continued from page 32

safes, comparing product, service, and prices with Adams is encouraged.

They continue to expand in order to better serve the customers and are now pleased to offer a broad selection from Dexter Lock. Specializing in the "DC" keyway, they offer a very comprehensive selection of deadbolts, knobsets, handlesets and accessory items. Dexter offers many locksmith and builder's hardware items with a strong commitment to American made quality. For those who have retail shop space, various programs are offered where mounted sample locks and display boards may be obtained.

In the area of high security, Adams offers Medeco high security locks. Their stock and services include Level I and Level 2, standard products, as well as restricted Biaxial GLD. Locks, keying services and cut keys are also provided. At Adams Lock, it is their intent to provide the customer with only quality items at fair prices. They offer such other items as cylinders by AWI, padlocks by Abus, key cabinets by MMF, key blanks by ESP, security accessories by Don-Jo Mfg. and cabinet locks by Fort Lock Corp. to name a few.

Their goal is satisfied customers and they stand ready to assist you in any way they can.

Circle 275 on Rapid Reply

Akron Hardware

Specialization has been one of the keys to Akron Hardware's ability to service customers. They have never attempted to be all things to all people. Akron has a uniquely specialized wholesaling program designed with the locksmiths needs in mind. As a specialist they can cater to your specific needs for a select group of product lines: Corbin and Russwin architectural hardware, Adams Rite narrow stile door hardware, CCL cabinet hardware and Lori Lock decorative brass hardware.

Akron Hardware is known throughout the industry as the nation's foremost distributor of Corbin hardware. Not long ago Akron Hardware was named one of the first Russwin Signature Authorized Distribution Centers, making it one of only two factory supported national wholesalers of Russwin in the country.

Their Corbin and Russwin stock includes everything you would expect from their largest distributor, as well as some things you might not expect. In addition to the thousands of locks, closers and exits in various sizes, functions and finishes, they stock cylinders and key blanks in every available keyway. Their comprehensive parts inventory includes internal parts and component parts for the products stocked. Akron Hardware can even supply you with any technical information you may need from their stock of catalogs, parts lists and brochures.

Akron stocks the complete line of each of the manufacturer's products they distribute. A quick glance through their free 128 page stock list will show that Akron Hardware is truly a full-line wholesale distributor of Corbin, Russwin, Adams Rite, CCL and Lori Lock products.

Circle 276 on Rapid Reply

American Lock & Supply

Just 12 years ago, American Lock & Supply was a small, local Orange County, CA lock distributor. Its 18 employees then included three outside salesmen who traveled the Los Angeles basin selling the half million dollar inventory the wholesaler then stocked.

Today, with over 200 employees, and over \$12.5 million in inventory, their goal is to become the first national wholesale distributor in the industry, providing value-added services and programs to keep locksmiths abreast of the latest technology and business management techniques.

State-of-the-art computer business software for locksmiths is the most recent program under development at the Anaheim-based distributor. Four new software modules, collectively called Interlock, take current order and stock checking programs several steps further into the field of business management.

The four modules which include Price Checking, Inventory, Dispatching and Accounting will be released in 1989. Price Checking will be available in the first quarter.

With the Price Checking module, updated on a regular basis, stock item information can be accessed at any time. This detail will include product availability, description, unit of measure, quantity-on-hand and on-order, dealer price and the item's price per

each customer's individual discount program.

Locksmiths can search for items by American Lock & Supply manufacturer code or item description. When an item is selected, the screen will display that item as well as other items listed alpha-numerically before or after that item. Or, if the AmLock Quick Check number is known, entering the five digit code will access the same information. In addition, pressing one key will present more detailed information on any item selected and allow it to be quickly printed if the user requires a hard copy.

The Price Checking module, along with the inventory module will save locksmiths the time and money it could cost to subscribe to monthly price lists or bi-weekly microfiche. It also supplies important descriptive product information at the touch of a few keys.

Following introduction of the Price Checking and Inventory modules will be release of the Dispatching module. This module will allow the locksmith to schedule and assign calls to trucks, maintain data on parts required, time of day the call was made, actual invoice figures and customer information for historical purposes. Printed, screen and call reports are also available with this module.

The Accounting module can either work with the Dispatching module, or separately from it. Features will include automatic recall of pertinent data from Dispatching, including invoice amount, multiple tax rates, detailed statements showing service performed and address of service, open invoices, full, up-to-date statements on the screen or printer at any time, automatic delinquent charge calculation, and much more, including the ability to run month-end trial balances.

A locksmith can be spared costly accounting fees and dollars lost through clerical errors as well as remain apprised of all current business transactions with use of these automated programs. Organization of financial data and business records can be handled quickly and more efficiently than ever before.

American Lock & Supply hopes to reach locksmiths nationwide with these innovative software tools. Educating locksmiths with the newest technology and providing them with the tools to remain successful in meeting the challenges of business today is the primary concern of this wholesale lock supplies distributor.

Circle 277 on Rapid Reply

Apex Security Hardware

Apex Security Hardware of Brooklyn, New York distributors of locksmith supplies since 1976, has announced their recent relocation to an expanded 8,000 square foot facility. Founded by Eli Guth, a former computer analyst with a knack for detail and strong organizational skills, Apex has attributed its success and steady growth to the painstaking attention they give to the locksmith's needs.

Their knowledgeable sales staff asks the right questions in order to identify the locksmith's need.

They have been known to go out of their way to seek out hard-to-get items for their customers. In most cases, phone orders are entered directly into their online computer, thereby providing up-to-the-minute inventory status of the items ordered. All of you, at one time or another, have experienced waiting for an order only to learn that the item you needed the most has not been shipped. With their on-line order entry/inventory system this problem is virtually eliminated.

Another benefit of this computer system is the legible, double-spaced



packing slip with easily recognizable factory designated item codes, followed by a concise description and unit cost.

Orders are shipped the same day, and should there ever be a question or problem with an order the locksmith is phoned immediately. (The customer's phone number is printed on every page of the packing list.)

The lines stocked by Apex Security Hardware include: Arrow, Medeco, Folger Adam, Detex, Simplex, Monarch, Norton, American, Precision Exit Devices, Master and All Lock to name a few. They carry more than sixty product lines at competitive prices. As Eli puts it "With terrific ser-

vice and reasonable prices what more can you ask for? Please give us a try—we will not disappoint you."

Circle 289 on Rapid Reply

Commonwealth Lock Co.

Commonwealth Lock Company has been serving the locksmiths of New England faithfully since 1936. Eddie Mayer, president of the company since 1965, originally joined Commonwealth back in 1956. Stocking all the major locksmith product lines, Commonwealth is a family-oriented business.

Eddie's daughters Kathy Accomando, Sue Mayer, and Paula O'Donnell work at the company, as does son-in-law Thomas O'Donnell. Other employees have also been with the company for quite some time now. Stig Olson has worked at Commonwealth for 33 years. David Fyfe has been employed there for 10 years, and Tim Dote has worked at the company for seven years. Thus the staff of Commonwealth Lock offers a great deal of product knowledge and experience to their locksmith customers.

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The company is located in historic Cambridge, MA...less than one mile from Harvard Square. Commonwealth offers rapid delivery to customers from their large inventory.

Circle 288 on Rapid Reply

Dugmore & Duncan

For years, Dugmore & Duncan has been working hard to provide customers with quality Sargent products from their headquarters in Massachusetts. They have made it a priority to listen to the needs and concerns of the customer...and then make the appropriate changes. As a direct response to your comments, the decision was made to establish a new facility strategically located to better serve Dugmore & Duncan's growing list of customers in the west.

As of January 1, 1989, their new office and warehouse opened for business in Riverside, California. The new facility will be staffed by several east coast employees who have relocated to guarantee you the same quality of service and expertise you have come to expect from Dugmore & Duncan. The second facility will improve delivery

time, provide a broader base of support and a larger inventory of quality Sargent products for the customers.

In conjunction with the opening of the new facility, a new ad will be appearing in January announcing "A Great New Attraction in the West!" In addition to the ad, a new catalog is well underway and is expected to be available in early '89.

Circle 287 on Rapid Reply

Fairway Supply Inc.

Fairway Supply, Incorporated was established in June of 1980, as a locksmith supply distributor. Operations began in a 12,000 square foot warehouse in Dallas, Texas. In January, 1981, a second warehouse with 14,570



square feet was opened in Houston, Texas. In April 1984, Fairway/Dallas moved into larger quarters in Dallas. The Dallas operation now occupies 18,000 square feet of a 36,000 square foot building, which allows for future growth. Both operations inventory a wide range of products for the locksmith offering over 12,000 items from approximately 105 different manufacturers.

With seven outside salesmen, Fairway covers a five state area of Arkansas, Louisiana, Mississippi, Oklahoma and Texas. Although we have customers throughout the nation, our outside sales force actively solicits business in the above five states.

Fairway currently has 35 employees between the two locations. Don Bradford is CEO, Rick Gummelt is vice president of the Dallas operation, and Bob Conley is vice president of Houston. Herb Roe is the marketing manager for both locations.

Besides being an active member of The National Locksmith Suppliers Association (NLSA), Fairway is an associate member of national and local locksmith associations.

Fairway offers a catalog in four



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parts: door hardware, auxillary locks, locksmith supplies and a merchandiser (display racks).

Winter office hours are 7:30 a.m. to 5:30 p.m. (CST). With the start of daylight savings time, the hours are 7 a.m. to 6 p.m. (CDT). All orders received by 2 p.m. (CST) are shipped the same day.

Circle 283 on Rapid Reply

Herbert L. Flake Co.

The Herbert L. Flake Co. was formed by Herbert L. Flake in 1912 and has been a major distributor for the locksmith industry. In April 1988 Dan Floeck, Jr. purchased the company and many improvements have been made in all phases of the business. Inventory has been increased by fifty

percent, the sales staff has been enlarged, the company is now fully computerized, and they offer much more competitive pricing.

The company's inventory consists of many name brands such as Schlage, Medeco, Kwikset, Master, American



Lock, National Lock, Abloy, Adams Rite, Lori, All Lock, Dexter, Jet, Ilco, and HPC as well as many others. They also handle a full line of Schlage Keep-safer Home Alarm Systems, key control systems from HPC, and key ring assortments from Lucky Line.

Herbert L. Flake is a service oriented company offering same day shipping and experienced sales people to handle your calls more personally and efficiently. Seminars are held six times a year in their conference room with representatives of major lock manufacturers to keep you informed on all the latest technology in the lock industry.

Circle 284 on Rapid Reply

Hardware Suppliers of America, Inc.

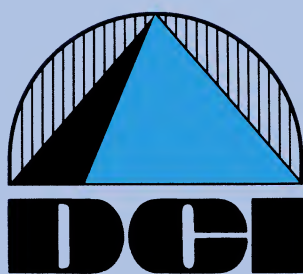
HSI has four locations to service your wholesale hardware needs offering same day shipping and more product availability with no minimum orders.

As a "specialty wholesaler," HSI is a full-line distributor for 12 top-of-the-line door hardware manufacturers; Schlage locks, parts and accessories; Von Duprin panic devices and electrical security products; Baldwin locks and accessories; Dexter locks by Master; H.B. Ives products; Norton door closers (plated finishes now available); McKinney and Hager hinges; Medeco cylinders and deadbolts; and Major Metalfab key cabinets. HSI, also has master keying and construction master keying services available and will customize inventory to suit hardware requirements.

Circle 285 on Rapid Reply

High Tech Tools

High Tech Tools has taken a new approach to the role of locksmith distributor. Locksmiths from all over the world (they regularly ship to Japan, Australia and Europe) have a catalog where they can choose all those hard-to-find but necessary tools of the trade. High Tech has almost every type of locksmith aid and device a security specialist could want. Most distributors concentrate on hardware items and neglect to carry a sufficient stock of much needed tool elements. High Tech, on the other hand, limits their hardware inventory and concentrates on having one of the most complete lines of locksmith tools and supplies in



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the world. Some of the suppliers that High Tech deals with are HPC, Ilco Unican, Taylor, A-1 Security, Keedex, Lab, Lucky Line, Redi-Line, Reed Code Books, Hanson Drill Bits, American Padlock, Pickmaster, Lockaid Tools, Computer Software, and many more.

Not only does High Tech publish a new catalog each month, each publication features a completely new line of products. You should have a catalog included with this publication. Among the many additions this month is a complete line of HPC products. High Tech has announced that they will have an extremely comprehensive inventory of HPC products in stock. HPC's tools for specialty items will further enhance High Tech's image as the "one-stop" locksmith supply house.

High Tech is not only tools and hardware, but it's printing and supplies too. You all know how important it is to have proper work authorizations, invoices, purchase orders and the myriad of other forms, as well as stationery and business cards. This not only aids in proper record and book-keeping but enhances the image of the professional locksmith. High Tech

boasts of a complete printing facility and employs two professional typesetters as well as graphic artists, layout formatters and pressmen. These people are dedicated to serving locksmiths and only locksmiths, and have assisted in designing custom logos, stationery and business cards as well as the large selection of logos and forms in the catalog.

Some of the other highlights of this month's catalog are hard to find items such as power inverters, generators, tubular picks and blanks, tubular machines as well as a complete line of key machines. Of special note are the bottom line prices of the key machines. High Tech also features a complete line of key blanks which includes the high quality Ilco/Taylor line at a very economical price with a minimum order of just 10 blanks.

Finally, a business is only as successful as its dedication to its customers. High Tech has a customer service staff eager to assist you in making your profession more profitable and enjoyable. With their toll free 800 number you can order quickly or discuss any difficulty you may have. Most orders go out within twenty-four hours thanks to the computerized inventory control

system.

The most reassuring aspect of High Tech is its complete, no-risk, 100% money back guarantee. This allows locksmiths to purchase with the confidence that they will be completely satisfied.

Circle 286 on Rapid Reply

JLM Wholesale, Inc.

JLM Wholesale is a national distributor of quality products used in the door and hardware business. Their products include Folger-Adams, LCN Closers, Roton, Locknetics Security Engineering, and Von Duprin. They specialize in electronic products and can help in the designing of systems.

JLM has a complete parts inventory and provides repair service on their products. They have a large inventory and can provide same day shipping.

JLM has recently added Kenn Andridge to their customer service staff. Along with Kenn, Ray Baldwin, Ron Moll, Margot Biermann and Dave and Jan Mirku are available to answer any questions.

JLM is located in Lake Orion, Michigan.



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Kenco Locksmith Supply Co.

Kenco Locksmith Supply Company was established almost 20 years ago by Charlie Kent, and they have been working out of their present location for the last 12 years. At their building, the company utilizes 10,000 square feet of warehouse and office space. Kenco stocks all the major locksmith lines including HPC, Yale, Kwikset, Arrow, Corbin, CCL, LCN, and others. In fact, they carry products produced by 200 manufacturers. Kenco is also a full stocking distributor for Briggs & Stratton for domestic key blanks and Auto Security for foreign car blanks. The inventory numbers more than 1400 varieties.



Locksmith customers enjoy very prompt service from Kenco. Orders called in before 2 p.m. are shipped out the same day. The wholesaler employs 14 people, and the company serves the entire United States from their central location. A 200 page catalog describing all items for sale is available free to interested locksmiths.

Customer service is important to Kenco; their sales staff is both experienced and friendly, offering a lot of product knowledge to the customer. They accept C.O.D. orders, as well as credit card orders. They also have an open account program available. There is no minimum order to worry about with Kenco. In fact, they also guarantee that no shipping charge will be issued for more than \$3.50.

Kenco includes along with each order a pre-authorized return slip. This way, if a customer is not satisfied with the merchandise, the return can be made quickly and conveniently. Charlie Kent is almost always on hand, personally supervising operations at the company to insure customer satisfaction.

Circle 290 on Rapid Reply

The Key Connection

Since its beginning in 1985, The Key Connection prides itself on having the guaranteed lowest prices while maintaining the best possible service. The company has grown rapidly in the specialty automotive lock field stocking the full line of Briggs & Stratton (American), Valley Forge and Auto Security Products (foreign), along with Star, Guard, Valentine Lock and Pacific Safe.

The Key Connection stocks many hard-to-find auto locks at very low prices (including 1938 GM in the original boxes). In order to keep track of all the parts in inventory, the company utilizes a state-of-the-art IBM 36 computer with a fulltime data processing staff. Currently, the computer system can provide locksmiths with the most popular American and foreign auto locks in their area based on past and present sales to assist them in deciding the correct quantities to purchase.

A well-informed staff, aided by advanced computer programming can answer virtually any question over the telephone regarding auto locks and parts. Examples of how this speeds up the ordering process which leads to a more accurate and completely filled order are the following: The computer automatically cross references obsolete and other brand name part numbers to the equivalent available part numbers, substitutes parts of similar applications, and places back orders for old, new or future parts at the customer's request.



Thanks to a recent U.P.S. statistical report now programmed into the computer, customers can now be told instantly and accurately the amount of days it will be before they receive their order. The Key Connection uses an automated U.P.S. approved computerized manifest system which ensures

that orders are accurately weighed and costed and that, should it be necessary, are traced to the exact date and time of shipment.

New products such as the SST-1 (the Ford 10 tumbler ignition tool) and the new Chrysler double-bitted keys go through extensive testing for quality and value before they are advertised nationwide.

Some key personnel include: Arthur Schwartz, president, Steve Rykoff, data processing manager; Tony Wright, shipping manager; Melvin Avant, warehouse manager; Tony Martell, office manager/bookkeeper and Karen Wildstein, controller.

Circle 292 on Rapid Reply

M.D. Kramer

Twenty-five years ago Morris D. Kramer, a man with a vision and respect for the locksmith industry, began a distributorship based in Brooklyn, NY and named it M.D. Kramer Locksmith Supplies Corp. As the business grew, Mr. Kramer was joined by his son Joel, whereby a formidable team was assembled. Morris Kramer became the man on the outside, traveling cross-country selling to many locksmiths, and Joel Kramer on the inside making sure that the business functioned with professional accuracy.

As leaders in the industry, the M.D. Kramer team put together the Locksmith Supply News and instituted a double pricing structure. This enabled the locksmith to show his customer any item without revealing his cost. This catalog quickly became *the bible* of the locksmith industry. Soon after M.D. Kramer introduced their famous Road Show Special Flyer with page after page of product specials. This also became another sought after publication throughout the country.

The next phase took M.D. Kramer into the future. It began with the expansion of an outside sales force. The sales staff encompassed strategic territories, from Maine to Florida, west to Michigan and south to Kentucky. To compliment the sales staff a nationwide toll free number was added along with a new computer system. All this gave birth to a small telemarketing and customer service department, which made it simple for customers to call in their orders.

Now M.D. Kramer Locksmith

Continued on page 46

M.D. Kramer*Continued from page 42*

Supplies Corp. is ready for the 1990's. Joel Kramer, CEO, has added to his staff a new Director of Sales and Marketing, Anthony Cani, along with three of his five sons, Adam, Scott and Robert Kramer. Together they bring a fresh approach to an established industry. In addition, a new building was just completed which will house the corporate headquarters and an expanded telemarketing facility. A new state-of-the-art computer system has been added and should be on line shortly.

Their product line has also undergone expansion. Not only are they dis-

tributors for many major manufacturers such as, Arrow, Dorma, Sargent & Greenleaf, Medeco, Mag, Corbin/Ruswin, HPC etc., but it is also the home of the Em D Kay brand products. They feature their famous brass padlocks, safety collars, showcase locks, cashboxes, key cabinets, and the Taurus B key cutting machine. Now they are introducing a new line of imported quality safes, from record to rotory hoppers.

All these changes have taken place with their customers welfare in mind. It is a M.D. Kramer belief that the cus-

tomers' needs are first and foremost.

Circle 293 on Rapid Reply

LSDA

Chartered just a few years ago in 1978, LSDA is the product of two men, Viri Mullins and Al Hoffman. Their hard work and their shared vision reaches back much further in time than the company's legal beginning. In the early years of LSDA, Al and Viri, both eager to expand ideas which were derived from running their own successful companies, expressed an interest in buying locksmith wholesale distributors. Being in a small industry, where nearly all the wholesale distributors were, and still are, family owned and operated, there were not many avenues available to distributors who wanted to sell their business. LSDA became a viable option for these companies.

Calls began to come in from different parts of the country and this marked the beginning of the "Orville and Wilbur Wright" period. Al, out of Chicago and Viri, out of Atlanta transversed the country by plane, logging enough air miles to make the most ardent of frequent flyers envious. Both men fondly remember all the meetings they held sitting in airports waiting for connecting flights. "We'd sit with an open chair between us, which we'd use as a desk for our papers, and try to determine if the company we had just seen was one we should pursue," recalls Al. It has been eleven years since the first companies were purchased. "We bought a total of twelve and consolidated a few when it made sense," says Viri.

LSDA's strategy for success involves three key components: the company's owner/managed regional distributor concept, its approach to "true" nationwide distribution, and its private label/national brands product mix.

LSDA owes a great deal of its success to its people. The company adheres to a simple philosophy: "People tend to work best when they work for themselves!" LSDA strives for all of its managers to eventually own a part of the company that they manage. Most all of the LSDA managers have between 15 and 35 years experience in the industry. Each LSDA manager has direct responsibility for developing his company's geographic market region. The manager puts his company's

Continued on page 48



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LSDA

Continued from page 46

efforts into servicing only dealers to whom he can provide full support, no doubt this makes him highly vested in the market region he services. "Our companies are in the best position to react quickly to changing market conditions, because we pay very close attention to our dealers in each of our individual market regions. A distributor who is national in scope has diversified his business by selling all markets, and in general is not going to be as aware or sensitive to any one particular market region," explains Viri.

"With the increase of new and more sophisticated products during the past years, education has played a greater role in the mix of services that distributors have been offering. Personalized services such as sales calls, educational programs, product demonstrations, in essence any service which requires face to face contact with the customer has remained an important factor in the industry. These are services a national distributor finds it very difficult if not impossible to deliver," adds Al.

While each individual LSDA Co. remains regional in scope, the LSDA corporation will be the first in the industry to achieve "true" nationwide distribution. This means the ability to support most regional markets with product and services, within next day shipping, across the entire country. This is important to the majority of locksmith dealers who plan their jobs but realize a good deal of their work load is determined by conditions which prevail in the field which are neither predictable or controllable. Customer emergencies are a fact of life in this business. A distributor who can provide a dealer next day delivery smoothes out some of the erratic conditions locksmiths have to work under and reduces the risk of lost opportunity to his customer if material doesn't show up in time.

"The fifteen locations we are presently in have given LSDA tremendous insight into the industry. We can track trends and new ideas as they occur in one region and pass those ideas on to the rest of our customer base," says Al. Serving all those markets also broadens the variety of products LSDA carries. "Offering our full product line is about to become much easier. With the aid of the IBM AS400 and some fairly sophisticated software the company will soon be capable of moving

inventory with such ease that all of our dealers will have access to any product which is in any one of our warehouses," explains Viri. LSDA, presently, services over two thirds of the United States. Complete "Nationwide Distribution" will be achieved with the expansion into the West and Northwest portion of the country. When asked when this expansion will take place both men are in agreement when they say, "When the time is right."

The third strategy which has paid off is LSDA's private label and national brands product mix program. National brands will remain the mainstay of LSDA's business. "National brands are a key component in our product mix and we couldn't do without them. But the private label program gave us the ability to offer locksmith dealers a competitive edge. Our private label program has enabled us to offer the locksmith dealer quality products at competitive prices which he can offer his customer to side step price competition from overlapping market segments selling national brands," explains Viri. LSDA products are sold only through locksmiths so repeat sales are often established since a dealer's customer won't find these products elsewhere. LSDA's private label program includes: cylinders, brass, and look-alike key blanks which are manufactured by Ilco, camlocks and automotive blanks manufactured by All Lock, exit devices by Alarm Lock and rekeyable padlocks by Abus. Other products which are imported include the LSDA line of knoblocks, deadbolts, padlocks, and safes. (See our ad in this issue for a listing of the LSDA distributor nearest you.)

Circle 294 on Rapid Reply

Mayflower Sales

The history of the lock industry is a long and proud one. Today's locksmith supply distributors have evolved from the road salesman of yesteryear who peddled their wares from door to door. While salesmen still call on their customers, they can now quickly communicate their orders to a warehouse and have them delivered by the next day to anywhere in the country. Toll free phone numbers and fax machines have changed the face of business. Today's modern methods of distribution and communication can satisfy our need to get it today!

The history of Mayflower Sales is

typical of the great American dream. In 1907, Joe Swetow immigrated to the United States from Russia. Working in the garment center of New York, he took the big step in 1917 and started his own business. His inventory was behind the dining room door; the dining room table was his packing table and the iceman's pushcart took his packages to the post office. Several years later, he acquired a Model T Ford to call on his customers and make deliveries.

Joe survived the great depression of the 30's through his hard personal work ethic. In 1940, his son Bill joined the company fresh out of college. Except for his four years in the Air Force, Bill has been actively involved in the company since then.

Mayflower's entry into the locksmith supply business came in 1967 when Harris Goldstein, now the vice president, signed on with the company. His technical expertise and personal determination helped forge the lock division into an entity that is a major factor in the lock industry. Growth has continued over the years with the addition of key people. Ralph Polanco and Leonard Goldstein have shared their expertise for many years. In 1986, we were fortunate to be joined by Brian O'Dowd, a man of technical expertise and management skill who became manager of the lock division. Through his efforts, Mayflower has acquired a reputation for "know how" that is legendary in the industry.

Every successful business operates with a philosophy. Mayflower Sales has positioned itself for the future by maintaining a depth of inventory in key lines and providing the technical know-how to support them. With the future seeming to lie in the electronic aspects of security, these areas have received emphasis. In addition to conventional locksmith supplies, Mayflower specializes in several lines with an extensive inventory including parts. These lines include Adams-Rite, Arrow, Folger-Adams, Medeco, Locknetics Security Engineering and Yale.

To assure continuity, Paul Swetow recently joined as a third generation member of the family in the business. Paul is a business graduate of Boston University and was on the management team of a prominent Boston retailer.

With a well run sales organization supported by knowledgeable personnel, Mayflower looks to the future...

Circle 295 on Rapid Reply

Midland Hardware Distributors

Midland Hardware is service and service starts with the first phone call. When speaking with any representative, you'll be dealing with an experienced professional who knows door hardware. You'll always be assured of receiving the merchandise you've ordered when you need it, even if next day delivery is required. Their on-premise warehouse facility holds an extensive inventory of virtually all your door hardware needs, from handles and locks to hinges and deadbolts, economy to high-end designer.



Midland is dedicated to offering quality merchandise at very competitive prices, and they make doing business easy with a complete catalog and knowledgeable sales staff. Plus, they ship directly to you via United Parcel Service for guaranteed dependability. At Midland's showroom you can see a full range of handsomely displayed products. Brand names they carry include: Baldwin, Schlage, Dexter, Omnia, Stanley, and Kwikset. In addition, Midland helps service your up-scale clientele by offering a choice selection of designer and bath hardware.

Established in 1975, Midland Hardware has rapidly grown into a major east coast distributor. They recently expanded their operation by constructing a 26,000 square foot facility in Oakland, NJ. This houses their sales force, inventory, shipping department and showroom under one roof.

Circle 296 on Rapid Reply

Orchard Lock Distributors Inc.

Orchard Lock Distributors is a full line locksmith wholesale distributor that recently relocated to a new 25,000 square foot warehouse facility in Hamden, CT. The company is dedicated to steady growth, in-depth stock, competitive pricing and professional service.

Orchard Lock attributes its success to the ability to meet the needs of the customers that they service...locksmiths. Under the guidance of General Manager, Larry Federico, Orchard is expanding its capabilities in a consistent and controlled manner. The company's commitment to more stock, a knowledgeable sales staff and same day shipments of most products at competitive prices makes Orchard Lock a benefit to the locksmith.



Sales Manager, Bill Simmons, and his knowledgeable staff, are always ready to respond to the company's toll free numbers and to offer courteous, professional advice. Orchard's philosophy is to obtain an answer to every question asked. They will do all they can to contact factory experts or locate miscellaneous items. They will even recommend other sources if necessary when an item is not available at Orchard. "The importance of meeting locksmith requests cannot be underscored enough. Customer satisfaction obtained now will insure phone calls from loyal locksmiths in the future," according to Bill Simmons.

Orchard Lock began in West Haven, CT back in 1984 as an extension of a family owned glass wholesale business. The success of the glass company offered the opportunity to expand into the lock business.

"The principles of running a wholesale operation are the same for glass as they are for locks," owner Fred Federico adds. "Product knowledge, the ability to identify what the customer needs, when it's needed and at what price are the keys to successful expansion." Orchard Lock's immediate goals do not include becoming the biggest locksmith wholesaler in the industry. Their primary emphasis is to be the very best that they can be...growth will take care of itself.

Orchard currently stocks many major lines, door closers, exit devices, electronic strikes, cabinet locks, locksmith tools, key blanks, key machines, door reinforcers and other

popular locksmith items. The company's relocation has allowed Orchard to put more items in greater quantity on the shelf, with same day service. All available items are clearly depicted in their new 200-page technical catalogue.

Circle 297 on Rapid Reply

Pimlico Key Service

Pimlico Key was founded in 1952 as a retail service locksmith business. Founded by George Trouland Sr. He was a very successful locksmith and businessman. George Trouland died in 1977 at the young age of 54. John Trouland, his son, worked in the business from the age of 13 part-time after school and weekends. After John graduated from school in 1962 he became a fulltime member of the firm.

In 1967 Pimlico Key started into the distribution of locksmith supplies. John has been the president of Pimlico Key since 1977. The company has grown to its present size of 22 fulltime employees and 20,000 sq. ft. of floor space.



Wats lines were initiated in 1978 for a five state area for five years to find out how they could handle the incoming orders. After that the lines were opened nationwide and sales tripled.

Same day shipping is offered and they can relate to locksmith problems, because the sales people have been locksmiths and know how to solve their problems. Pimlico represents all the major manufacturers: Yale, HPC, Briggs & Stratton, Sargent, Schlage, Falcon, Lori, Folger-Adams, Adams-Rite, Ilco-Unican, H.B. Ives, LCN, Rixson and many more.

Circle 299 on Rapid Reply

Security Lock Distributors

Security Lock Distributors is capable of satisfying the needs of their thousands of customers nationwide with its increased warehouse space and new computerized systems.

SLD is a specialized wholesaler and a family-run operation, with quality lines and tremendous depth of knowledge. Along with father Sid Schwartz, sons David and Jeff bring knowledge and experience to the lock industry. They are major factory distributors for Arrow, Adams-Rite, Bommer mailboxes, Folger-Adams and Simplex. The size of the sales staff has also been increased to answer any and all questions regarding product, price and availability as well as technical questions.

Security Lock Distributor's knowledgeable and courteous staff coupled with its A-Z stocking of major lines allowed them to be awarded the honor of Massachusetts Locksmith Association's Distributor of the Year for 1988. These same fine qualities are experienced by Security's customers throughout the United States and Canada.

Security Lock Distributors also

strongly believes that it should be as easy as possible for their customers to communicate with them. Whether it concerns the most common, everyday lock or some exotic item in an odd finish, Security Lock stands ready to help with price quotes, information and technical assistance. Security Lock Distributors is a company that believes in having great lines of stock and great lines of communication. They're as easy as that.

Circle 391 on Rapid Reply

Security Services Limited

Security Services Limited takes pride in working with customers. Founded 17 years ago to help the start-up locksmith and the small businessman, they take time with their customers discussing products, advising them on purchases, researching new products for them and just keeping in touch.

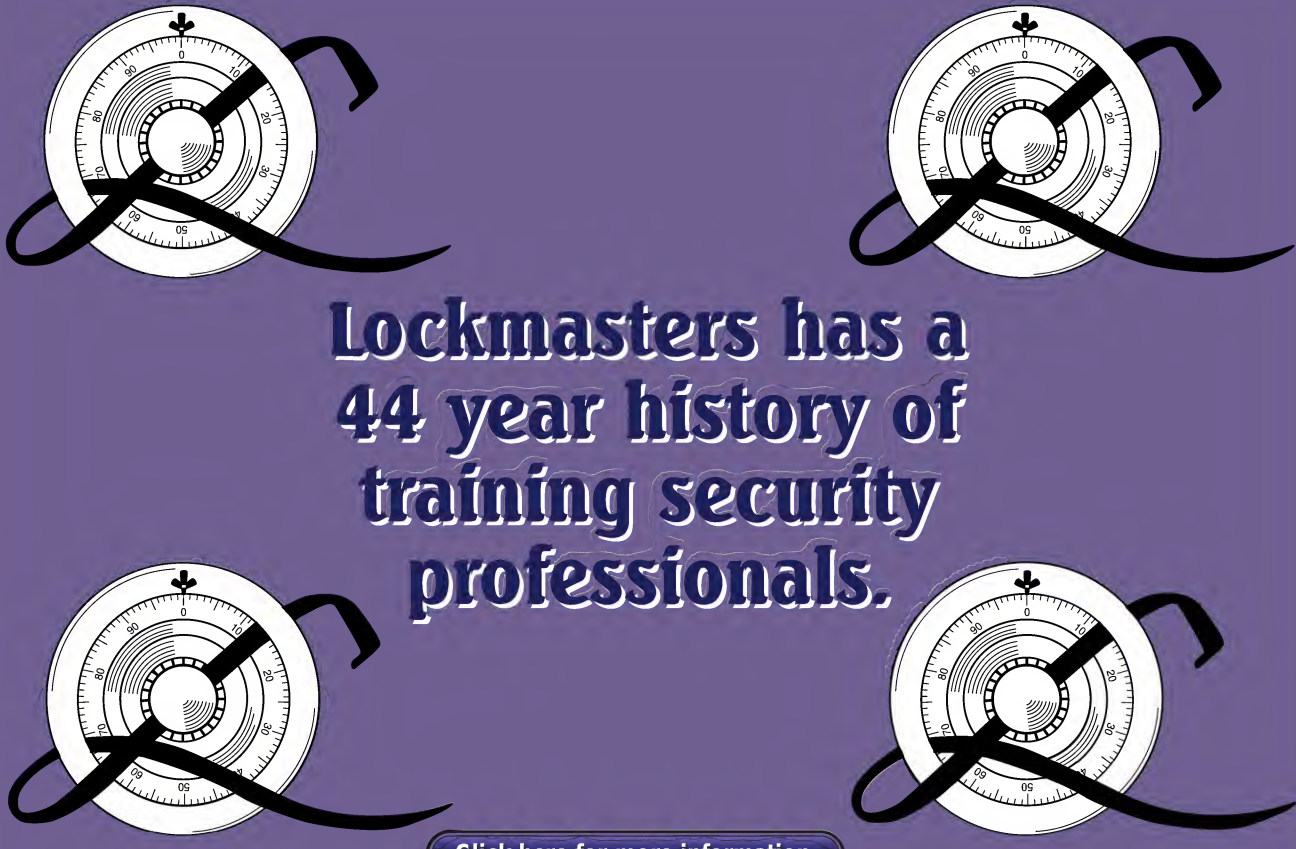
They are a mail-order wholesale locksmith supply company, with an efficiently run, computer-operated fulfillment operation—orders are

shipped the day they are received. Security services is a worldwide operation with customers not only in the USA, but Canada, South America, the Far East, and Africa.

Security Services Limited has become the company of choice for many locksmiths who appreciate the personal service they can give. Customer service is a priority. Because of the international nature of the business, the customers expect their products as quickly as possible and Security Services is able to provide them with this service. If the customers do not see an item in the catalog, they can call and Security Services will try to get it for them. Also, there is no minimum required on any order.

To ensure that customers have access, they have a toll free number and have extended their hours from 9 a.m. to 9 p.m., Monday through Friday. Often, if there's a rush order, the office is available on Saturday and Sunday.

Security Services is striving to become a "one stop shopping" business for the locksmiths. They sell the full line of Star key blanks (no minimum order for any blanks), and carry Ilco



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and ESP key blanks by the box. They carry tools and supplies from LAB, ESP, Keedex, Ilco, A-1, M.K. Morse, Lori, Fort Lock, OEM, and Majestic.

They also handle special orders, and can get you Redi Line, HPC, Framon, Rytan, Schlage, and many other products not featured in the catalog, at competitive prices—just ask.

They have developed a line of sampler key blank sets which provide beginning locksmiths with an easy way to start (prices range from \$14.95 to \$223.00). Additional sets include the Cylinder Spring Set (SS-22), Cylinder Pin Tumbler Assortment Set (PTA-1), Locksmiths Vest Pocket Pick Set (VPP-1), Fit-All Mortise Cylinder Spacer Set (423A), the Cam Assortment Set (UCA-30) and the most recently added Dental Pick Set (DP-1).

Security Services keeps on top of the field, and if they think you need it, they offer it.

Circle 390 on Rapid Reply

J.E. Smith

J.E. Smith of Waterbury, CT has been around a long time—92 years in

fact—and has survived economic whims, a devastating fire in 1957 and a flood in 1955 that wiped out much of Waterbury and its surroundings. Smith had its beginnings in 1897 when James E. Smith figured he could offer citizens good building products at a fair price, while providing the service he figured they deserved.

His philosophy apparently worked because J.E. Smith has grown to not only become the largest building supply wholesaler in western Connecticut, but also a nationally-recognized distributor of quality builder's hardware for the contract hardware and locksmith industries.

The ideals set down by James E.



Smith have been followed by the descendants who followed and Jack McG. Smith, current president and CEO, is still using many of the ideas he established. "We continue to give the customer what he wants when he wants it at competitive prices," notes the latest company president.

That same manner of doing business has been the foundation of the Architectural Hardware Division, which is really an outgrowth of the hardware segment of the business.

Builders in the Waterbury area liked the way J.E. Smith ran its hardware department and the technical knowledge of the staff. So rapid was the growth of this division that Jack McG. Smith and Tony Calistro, general manager and the true force behind the hardware operation, felt this specialized business should have its own staff and operation.

Calistro has a long history of success in the hardware business and decided that only the most respected brand names would have a place in his operation. Such well-known brands as Baldwin, Russwin, Arrow, Corbin Cabinet Lock (CCL), Schlage, Dexter, Rixson and LCN are included in the

Continued on page 54

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J.E. Smith

Continued from page 52

J.E. Smith lineup.

But a national market is different from a local operation and it took an aggressive marketing campaign of well-placed advertising, printed catalogs and follow-up services to make the Architectural Hardware Division a booming success.

Calistro was careful to select the right people, "for it is their knowledge and the way they answer questions over the phone that puts the customer at ease."

The sales staff headed by Mark Robinson, is often called upon to answer technical questions on a variety of industry-related subjects. Robinson sees service and delivery as extremely important. A huge inventory provides the customer with the product almost immediately.

"The customer wants it when he wants it," noted Calistro. "If we don't have it, somebody else will, so we make sure we always have a large amount of stock. We want the customer to get everything he needs with a single phone call. Of course the price must be right and the delivery prompt. That's basically how we do business—a large

inventory of quality merchandise, quick shipments and a fair price."

Robinson agrees. "We very seldom have to backorder anything. I'd say the key to our success is that we try to keep everything in stock, even the less popular items."

"Our inventory can be accessed by computer so when a customer calls, I can tell him if we can immediately fill his needs right on the phone," says Mike Troschler, a sales associate. "They like the fact that someone has taken the time to personally check their request and not just written up a sales order and placed it in a basket to be processed at a later time. The customers I deal with can be certain they are going to get what they want within a few days instead of a few months from the manufacturer."

Once Troschler or any of his associates takes an order, it is immediately relayed to Tom Zukauskas of the shipping department, who sees to it that the order is gathered, packed and shipped within the day. J.E. Smith will also ship via overnight air if the situation calls for it.

Smith's Architectural Hardware Division has grown in leaps and bounds over the last few years and has

seen its floor space and warehousing increase three times in four years and, says Robinson, "We're out of room already."

This rapid and controlled growth has come because of J.E. Smith's way of doing business. After all, it's been working for 92 years.

Circle 385 on Rapid Reply

Southern Lock & Supply

Southern Lock began in the home of Bernard and May Cutson in 1946. Two years later, as their company grew, the operation was moved to the family garage, later to a store front in south St. Petersburg, and finally to its present address, a 19,000 square foot warehouse, located in Pinellas Park, Florida. Today the company is owned and operated by Marvin R. Cutson. David Matthies joined the company in 1970 and is currently vice president. The newest member of the team is Vice President of Sales, Charlie Armstrong.

With customer convenience in mind, wats lines were installed in 1970 and the popular "S-Line" private branded key blanks and cam locks were soon to follow. During 1976, Southern Lock

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established an in-house advertising department to produce the general products catalog, monthly mailings, and new product releases to keep customers abreast of the latest items as they become available. The updated general products catalog is published on a yearly basis and contain all the new items, including new "S-Line" merchandise, being stocked in an ever increasing inventory.

By 1978, the first satellite warehouse had opened in Pompano Beach Florida, and ten years later this warehouse has moved to a new, larger and more modern location. 1981 saw the opening of the Miami warehouse.

As the 1980's draw to an end, Southern Lock & Supply continues its growth and expansion. On the drawing board is a distribution center. Located outside the state of Florida, this new

location is designed to bring products closer to their northern customers. Each spring, the annual in-house trade show brings hundreds of locksmiths to the Pinellas Park warehouse to examine new products, talk to manufacturer's representatives, eat heartily, and take a chance on door prizes.

The company is also in the process of updating their computer system in their continuing efforts to provide customers with necessary information quickly and more efficiently.

From their earliest days to the present, the company goals have remained the same: to provide customers with quality products and the best service possible.

In keeping with this policy, Southern Lock and Supply has expanded their customer service department to handle all aspects of the ordering process. Whether placing an order or checking on a back order, this qualified group of sales representatives can handle the job in an efficient and pleasant manner. Same day shipping is the rule, not the exception at Southern Lock.

Circle 384 on Rapid Reply

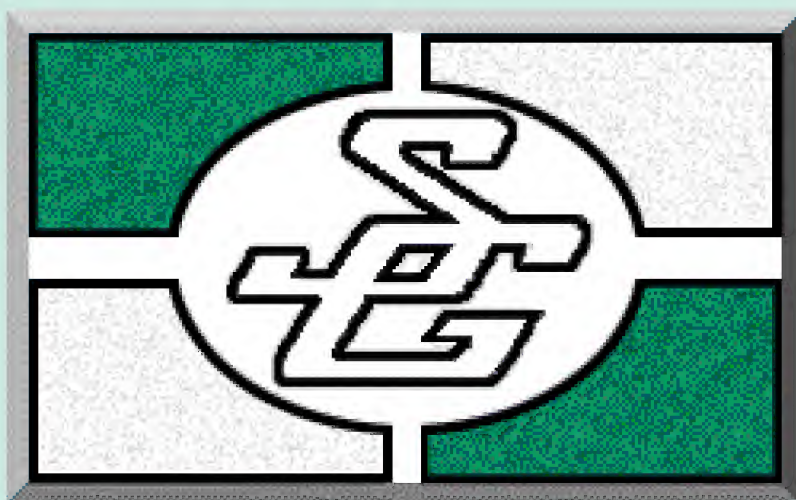
Wadsworth-White

Wadsworth-White, Inc., a wholesale distributor located in Atlanta, Georgia, specializes in quick shipment of Folger-Adams electric door strikes, Locknetics Security Engineering electro-magnetics and power bolts, Detex exit control locks, alarms, and access control systems and Telkee key cabinets.



With many years experience in the field of builder's hardware and electronic security equipment, Wadsworth-White, Inc. offers design assistance for complete access control systems along with proper selection of security hardware items to meet your customer's needs. Also available is a wide range of builder's hardware and specialty items

Continued on page 82



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Tibbe Lock Update

"I learned something new about the Tibbe lock and it should take all the fear out of originating a key for the Mercury Scorpio."



Send your car opening questions to: Shirl Schamp, The National Locksmith, 698 Bonded Parkway, Streamwood, IL 60107.

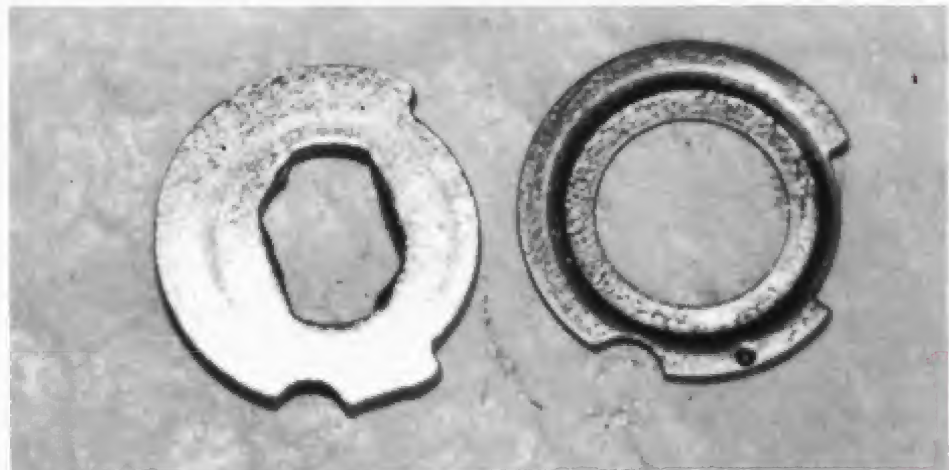
by Shirl Schamp

As I told you in the article about the 1989 Mercury Scorpio—in the November 1988 issue—as I learned something new about the Tibbe lock, I would update you. Well I think what we discovered should take all the fear out of originating a key for the Mercury Scorpio.

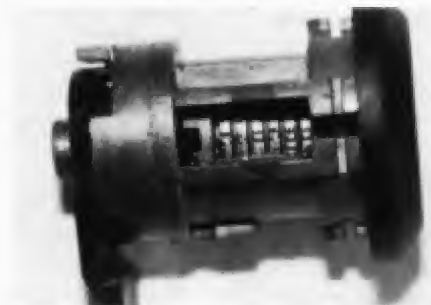
First, you will need either the Tibbe attachment for your 1200 CM, the Ilco/Unican Orion machine the Sierra. The Borkey Rexa with special adaptors will also cut Tibbe keys. If your equipment is designed to merely duplicate and not cut by code you'll need a set of space and depth keys. The key is cut in six positions and uses four possible depths. To attempt to locate and cut these cuts properly with a file is impractical. In theory it could be done, but it just isn't feasible.

To start with, pull the door panel as I described in the previous article and remove a door lock. You will notice there is a slot—maybe 3/16" wide—on the housing that allows you to see the wafers. The word wafer is a little misleading, because it doesn't conform to what we usually think of when we think of a wafer. It is round and rotates when the correct key is inserted bringing a slot in line with a side bar completing the circumference of the plug. (See photograph 1.) The ring on the left is a spacer ring found between each wafer; on the right is the wafer.

On the edge of each wafer, except for the number 4 wafer, there is a line or series of lines. (See photograph 2.) These lines identify the necessary depths to operate that particular wafer.



1. Tibbe lock spacer ring (left) and wafer (right).



2. Series of lines to identify widths on wafers.

They are very simple to follow: one line equals the number one depth, two lines equal a number two depth, three lines equal a number three depth and if there are no lines at all, then that equals a number four depth. This of course doesn't help with a code number that's been handed to you, but even though you can't cut a key by code with this, it facilitates making an original key from the lock.

Now let's jump back to where you've removed the lock from the door. If you will recall, the slot that we can use for the window exposing the wafers without disassembling the lock, we can look into the window and actually see the deciphered code. (See photograph 3.) You will notice, starting from the face end of the lock which is also the bow end of the key, the wafers show: 2 lines, 3 lines, 1 line, 2 lines, no lines, and



3. Deciphered code, viewed through the window.

1 line, so to have a working key simply cut the key at 231241. It works just great. We did this a number of times to insure or prove this method.

If the customer wants the car re-keyed versus an original key I would still simply remove the whole set and replace them. The ignition has a sealed unit and the doors look as if you might have to replace the face cap which I'm not sure is available yet, but the trunk does come apart from the rear of the lock which is not enough by itself to make an attempt at rekeying valid.

The Chubbs (other model of lock used on the Scorpio) and the Tibbe locks are available through your distributor and come in complete sets. The sets we used for this article come via the Baylis Corp., 7 Pamaron Way, Novato, CA 94949. You can check with your local distributor. ■

Meet a 'Lady Locksmith'

"Women have always been a part of the locksmith trade, assisting their husbands. Kathy Taylor is one of these remarkable women who have learned our trade and can stand with the best."



Send your lock and key questions to Jack Roberts, *The National Locksmith*, 698 Bonded Parkway, Streamwood, IL 60107.

by Jack Roberts

There was a time in our society when women were secretaries, waitresses, and nurses and men were doctors, carpenters and lawyers and there was no crossing the line. Some titles were reserved absolutely for each sex.

Certainly there was not a name in the English language for a female doctor, (doctoress?) or a female lawyer,

(lawyeress?). Nor did we find a feminine title in the trades, like electricianess, plumberess, carpenteress, or locksmithess. No way! These jobs were strictly masculine and there was no room for the ladies.

Then World War II brought thousands of women into the labor force and it was discovered that the ladies could plumb and wire and hammer and rivet just as well as their male counterparts. This was the beginning of eliminating masculine domination of some areas of employment and female domination of others. So few titles had to be changed, like waiters and waitresses became servers, and stewards and stewardesses became attendants.

Women have always been a part of the locksmith trade, assisting their husbands in building a business, handling the paper work, cutting keys, recombining cylinders and generally attending to the inside duties while the men handled all of the outside work. A few women, however, wanted to do more than handle the inside duties and have ventured forth into the outside world of service calls and general locksmithing. Many of them are well known and respected within our industry.

Kathy Taylor is one of these remarkable women who have learned our trade and can stand with the best. Teaming with husband Al in starting



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their own locksmith business in 1981, Kathy was determined to learn all phases of our work, inside and outside. Al, with seven years of locksmithing experience, was a patient but demanding teacher insisting on quality work and accurate details in the performance of all duties which she encountered.

Maintaining a home, raising a 5-year old son, learning the business and later delivering a beautiful daughter, made for long and weary days, but this lady withstood the test, met the challenges and gained the respect of all locksmiths in the area that she serviced. All of us know the struggles of starting a business and it was no different for Al and Kathy as they both worked long and hard to build their dream.

In 1986, Xavier University in Cincinnati, Ohio, to meet equal opportunity requirements, started a search for a tradeswoman to be employed in their physical plant (maintenance) department. When Kathy heard of Xavier's desires she and Al discussed the possibilities of her being qualified for such a position, the negative impact that it would make on their own business with her being gone five days a week, and the positive impact that a regular pay-

check would make on their financial position. Kathy requested an interview, was asked to submit an application and Xavier was delighted to find a qualified person who met their requirements.

Kathy was subsequently hired on a three month trial basis. This was a three way trial, first to see if she could adequately handle the myriad duties required by the position, second to see if she could blend with the all male work force without creating animosities, and third to determine the total effect on the family business. The end of the trial period found her to be well qualified for the position, very acceptable with the staff, and still able to maintain personal duties and make occasional service calls in the late afternoons and evenings.

In May 1986 Kathy became Xavier's full time locksmith and the first full-time female tradesperson employee in Xavier's 155 year history. She is responsible for 38 buildings on the 80 acre campus where there are in excess of 3,600 doors. A cross section of door hardware manufacturers are represented here including Schroder, Corbin, Schlage, Sargent, Von Duprin and

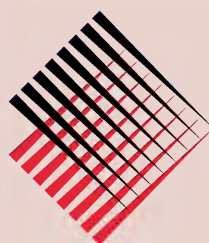
many others with every type, style and function imaginable. Each building or group of buildings at Xavier operates on its own grand master system with most of them utilizing a restricted or proprietary keyway. In addition to the door and door hardware, which includes locks, hinges, closers, etc., consider the 950 desks, more than 800 file cabinets, over 500 student lockers, hundreds of padlocks, 20 safes and fire chests, 1,055 postal boxes, 20 vending machines, and a fleet of 20 motor vehicles.

A typical work day for Kathy starts at 7:30 a.m. when she enters the physical plant building where her office and shop are located and reviews the computer generated service orders for the day with her supervisor Don Johnson (see photograph 1) and plans her itinerary. This may include installing or adjusting a door closer on a dorm door (see photograph 2), recombining cylinders (see photograph 3), opening several automobiles from the very simple to the most exotic, or picking open a few desks or file cabinets (see photograph 4). Servicing a safe or vault combination lock (see photograph 5), repairing a vandalized tubular-type

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1. Kathy and supervisor Don Johnson



3. Recombinating cylinders.



5. Safe servicing.



2. Working on a dorm door closer.



4. Picking open a file cabinet.



6. Installing an emergency exit device.

vending lock, and installation of an emergency exit device (see photograph 6), are also typical duties. Kathy's responsible for anything from the installation and/or repair of an electric strike or electric switch lock, to servicing an ignition on one of the staff vehicles, to normal mortise lock repair or adjustment, and panic bar service. All of the locking devices in the university

post office fall under her care also.

Equipped with a 1200 machine and a duplicator, Kathy may produce hundreds of keys in any given week. A variety of duties that many of use would not encounter in a month are met by Kathy on any working day. In the two years that Kathy has been on staff, she has completely revised the

key record system and set up a key control center, designed and implemented a master system for all campus padlocks and thrown out hundreds of keys with no known function.

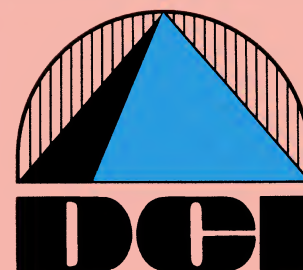
Kathy says "Any woman can meet the requirements of a locksmith. All that is necessary is knowledge,

Continued on page 84



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Victor Safe Service

"There are two major areas that can cause safemen to lose their hair: the new safes with their advanced technology and old and antique safes that we have never worked on before."



by Dale Libby

Thinking that you know everything is dangerous when you are a professional safe technician. That is why education is very important to keep you abreast of new as well as older developments in the safe and vault field. There are two major areas that can

cause safemen to lose their hair: the new safes with their advanced technology and old and antique safes that we have never worked on before.

The new safes and money chests on the market incorporate random relocking devices, exotic materials and barrier compounds that require expensive equipment to defeat. Luckily, though we have good educational opportunities to learn and purchase information and tools to work on these units. However, the older safes still pose problems, sometimes more so than their newer counterparts do.

First, until recently, the information about older and antique safes was

sketchy and incorrect, or correct for the models listed. Did you ever work on a safe that you thought was listed, only to find that when you finally got the darn thing open, that the only resemblance to the book information and the actual opening procedure was the name and that the measurements and drilling instructions were not exactly correct? I have, and I know that you have.

Many of my worst experiences with older safes, early 1900 varieties, came because of mis-information in so-called safe books. Besides lack of or wrong information, information in general is lacking. There were so many safe manu-



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facturers at one time, that I do not think that any safeman had extensive knowledge of all safes in the early 1900's.

Before getting into the meat of the article, I would like to mention an organization that will be of great value to the serious minded safe technician. It is the National Antique Safe Association. This outfit is run by Robert Taylor who is quite knowledgeable in the antique safe field, plus he has the expertise of safemen and women from around the United States to draw from.

NASA (National Antique Safe Association) puts out regular flyers and literature on old safes called safe bulletins and other benefits. In fact, I will draw on some interesting facts about Victor Safes that were published in one of these bulletins that I was unable to obtain in my already extensive library. These bulletins contain, for example, excellent drawings of safes and safe mechanisms, drill points, try-out combinations, servicing procedures, and articles related to safe and vault mechanisms, like the vault protectors with pictures, diagrams, and routing of wires that encompass these general areas.

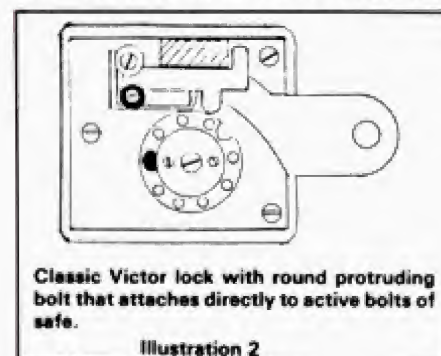
If you are interested, I suggest that you contact: The National Antique Safe Association, P.O. Box 110099, Aurora, CO 80011, Attn: Robert Taylor, (303) 340-1524. Ask them to send you a brochure. Sample bulletins are also available for a nominal cost. Now, on to the Victor.

Illustration one represents the standard Victor safe as I have seen it in the midwest. There is a dial with two "T" handles and a number in the center of the dial. This number is the serial number of the lock that is used. There is no opening handle on the safes that

use this lock. The dial is turned to the right on the last number and the bolts are withdrawn with the help of the "T" handle on the dial.

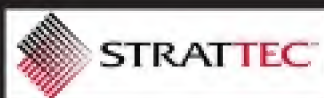
The classic Victor lock is shown in illustration two. There are three wheels and a drive wheel which is almost the same size as the rest of the wheel pack. It is a perforated wheel type of change and exact combinations are impossible. The procedure is to change the position of the pins, and then dial the combination and look at the front to see what the combination is. The *correct* way to dial this lock is four turns to the left, three turns to the right, two turns to the left, and then right to STOP!

This particular lock has a rounded combination lock bolt with a hole in it.



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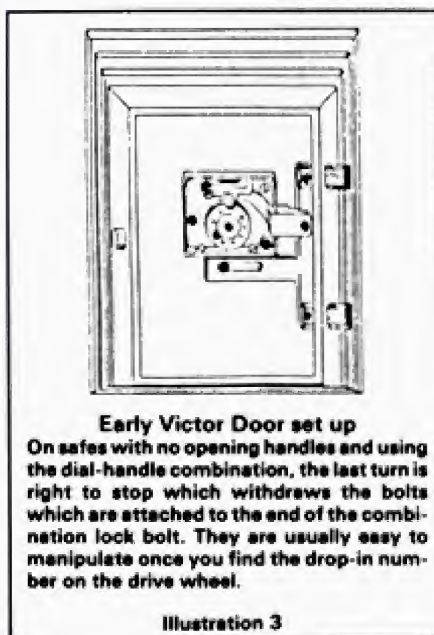
This is made so that it can fit over a pin on the active bolts and withdraw them when the combination is dialed correctly.

There is a lot of space in this lock, so it is easy to drill in an area that will not harm the lock. Note, when drilling a Victor lock, always drill outside the dial ring and angle in. Do not attempt to pull the dial, unless you have a used one to replace it. One of the problems working on an older safe is the replacement of parts. Unless you have a machine shop, be very careful when drilling and working on these antique safes.

If I know that I am working on a Victor safe, I will usually manipulate them open. The hardest thing to do on these safes is to find the drop-in number on the fourth or last wheel. This is sometimes hard to do, for this wheel seems at times to be too small to indicate the drop-in without manipulation. In other words, you must manipulate the lock to find the drop-in. Once the last number or drop-in point is found, there is a formula for finding the rest of the combination. Basically it is trial and error methods. I go for a straight

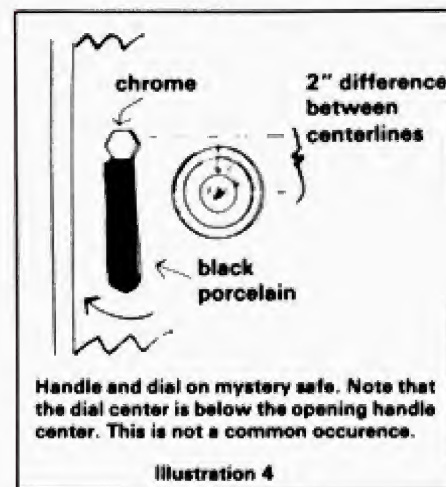
manipulation when I have found the last number. It is faster and less frustrating than try-out combinations.


Illustration three is from NASA and shows an early Victor set-up. The reverse (as I view it) locking lever drops into the gates and allows the bolt, the wheel pack and the lock bolts to with-



draw into the lock case. I have opened at least 25 of these safes over the years, and have yet to find hardplate. I have found the locks to be mounted eight or nine inches back from the front of the safe door, so sometimes, long drill bits are needed to penetrate the door, cement, and inner lock case.

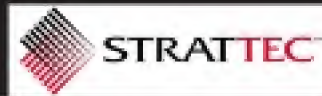
Illustration four shows the safe door that I had to open at a local rugby club bar. There was a chrome six-sided opening handle with a black porcelain grip and a rather non-special numbered





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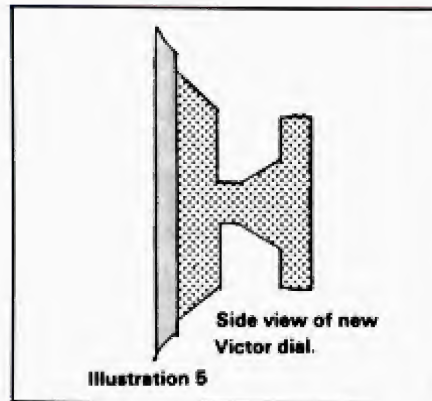


dial.

The dial and handle did not ring a bell at first, but what stood out was that the dial center and the handle center were not even on the same center line, but the handle was two inches above the dial. Although not rare, this is rather strange, along with the fact that the dial and handle were close to the edge of the door and not near the center at all.

I thought at first that the lock could have been mounted vertical up or vertical down (VU or VD), but because of the age of the safe (about 60 years) I thought that this was highly unlikely. The dial and handle were too close together. If there had been no handle at all, I would have known it to be a Victor, but I had never seen (or read about for that matter) a Victor safe with a handle. Illustration five shows a side view of the handle.

The only clue that this safe might have been a Victor was the fact that there was a serial number in the center of the dial. I tried to manipulate the safe, but I could not feel the drop-in position (a hallmark of the Victor safes), and decided to drill the safe open in my favorite position. (My



favorite place to drill, when unknowns are present is the seven o'clock position.) Here all materials and insulation will drop out of the lock case and will not foul up the wheels or drop-levers. I drilled, I looked, I smiled, and opened the safe in about five minutes. As soon as I saw the inside of the lock case with my borescope, I knew what I had to do to get the safe open. I transferred the numbers about 25 numbers from where I drilled, and the safe immediately opened.

I will now quote from a NASA bulletin about the Victor safes:

"The very early Victor safes are round cornered (body) in every re-

spect. As you face the front of the models you will notice that from the door lip facing on the entire front will round up or back to the top and sides, and then lip down. The dial is all brass and does *not* have the "T" hub that readily identifies many of the early Victor safes. The hub of the dial will have "pat.pend" stamped in the center.

A second early Victor safe is the model with the "T" hub dial...no handle here either. You may use the same drill point (purposely omitted here) for the safe above.

Another quite popular Victor model is the one with the "L" handle, nickel silver hub and black porcelain grip manufactured by the Safe Cabinet Company, Remington Rand Division, Marietta, Ohio. This is also the model that can be found labeled '1904 Grand Prize Louisiana Purchase Exposition.' This lock had a case, unlike the locks described above.

Generally, the models with the "L" handles were manufactured from 1904 on..."

Continued on page 84



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Shop Talk

Helpful Questions and Answers

Written by *all* of the following authors: Robert Sieveking, Don O'Shall, Steve Spiwak, Dale Libby, Shirl Schamp, Jack Roberts and Dave McOmie.

Send your locksmith questions, along with a self-addressed stamped envelope to: Shop Talk, The National Locksmith, 698 Bonded Pkwy., Streamwood, IL 60107.

Q: Enclosed is a picture of an old key machine. (See photograph 1.) Perhaps it's one of the first ones.

My husband was a locksmith and is now deceased. He told me to guard this with my life and that it is valuable. However, I do not know what to do with it or who to contact. Any informa-



1. Unidentified antique key machine.

tion will be appreciated.

There is no serial no., on the machine, only "Detroit Key Machine." It is old, but looks new.

*Mrs. John Carlson
Texas*

A: I'm not sure of the history behind this hand cranked key machine. It is an

interesting example of early duplicators, but I rather doubt that it is of much value. Unless, of course, some collector out there needs one of these to finally finish off his collection.

How about it readers? Can anyone out there help identify this machine? Anyone interested in possibly purchasing it may write to *Shop Talk*.

Q: A friend of mine came up with this lock and asked me if I might know anything about its age, etc.

It was plowed up in a field near Durant, OK in 1985. It is 3/8" thick, 2 3/8" across. It is wrought iron and held together by two through rivets. One side is marked U.S.; the other ARMY. Illustration two is from what I could see through the key guard and shackle.



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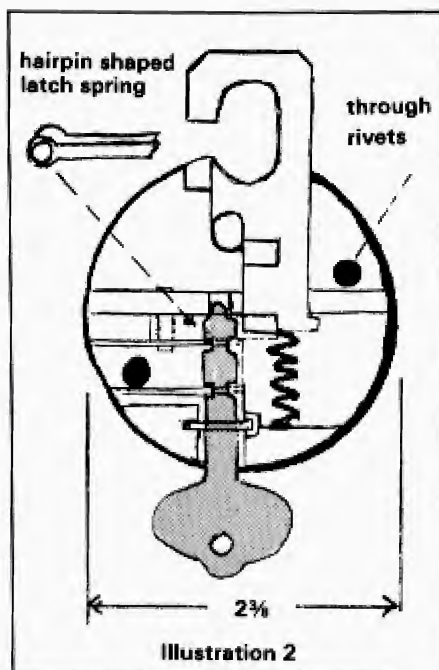
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The wards do not touch the side of the lock. The springs are just a guess on my part.

A little tip on cleaning rusty iron. This lock was just a ball of rust. You could hardly even tell it was a lock. My friend collects antiques and quite often gets articles in this condition. It was soaked in a vat of one part vinegar and five parts water for 22 hours and buffed on a wire wheel. The shackle was moveable and the key guard rotated freeley.

*R.L. Nuckolls
Kansas*

A: To say that I am impressed with your drawing would be the understatement of the year. I can't imagine how you were able to achieve such detail just by viewing the interior through the shackle hole and the key guard hole. It is almost as if you had copied the original patent drawing.

This design was manufactured in both push key and warded type by many of the early American lock companies of the late 1800's such as Fraim, Slaymaker, Yale, Knox, Miller, Eagle and Union. The position of the case rivets would indicate that this piece may have been manufactured by Miller but I have been unable to find anything that matches the dimensions which you have shown. $2\frac{1}{2}$ " and $2\frac{3}{4}$ " are rather common and can be found in collections quite frequently.

A model identical to yours in $2\frac{3}{4}$ " case width would normally bring about \$10 among traders. History buffs can easily imagine this lock as having been lost by a Cavalry soldier on outpost from Ft. Sill in the days when Durant was a

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part of the Oklahoma Indian Territory. Many thanks for your tip on cleaning. Many of our readers will, no doubt, be raiding the kitchen cabinet to mix up a little formula. 03

Q: I have a question to ask, I have been pulling the G.M. steering wheels and I have a problem. I have all kinds of trouble removing the snap ring from the upper end of the steering shaft.

Is there a tool of some kind that you can get that is made to take it off? It just eats my breakfast everytime I have to take one off. People are sure bad here losing their keys.

If you can help me just put it in Shop Talk. I read it every month and have learned a lot.

*Juanita Ramsey
Texas*

A: Join the club! I think you've just asked something all too commonly felt by the majority of locksmiths, and I'm not to sure I have the perfect solution. I've often said that it can sometimes be harder to remove that one little ring then to do all the remaining work on the removal of the column, but here's some thoughts for you.

Borroughs makes a tool for the Corsica, number is CT-8724. You don't have to necessarily purchase it from Borroughs directly, some distributors carry this item. I have fought for years, on all other models. I recently was told a trick by another locksmith that I tried and it seems to work well. Place the compression tool on the spline and only finger tighten it down against the pressure plate. Previously I had always compressed the plate at this point.

If you only finger tighten it you can make it work for you. Now pry the ring out of its groove. Most of us have been using a screwdriver and an awl but again I was shown an easier way. Take an inexpensive screwdriver and grind it into the shape of the hook lock pick.

Insert it under one end of the ring coming in under one of the grooves in the spline. While holding the end up, start walking the ring out with another screwdriver. You should just barely start the walk and the pressure of the plate will take over and push the ring out of the groove. Before removing the compression tool, place the ring on the end of the tool. This will both take care of the ring while you finish the job and position it for an easy return to the spline. 02

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Letters

Continued from page 6

crisis over a period of years and have experienced little or no help from others in the same field. It seems like other locksmiths think, "I got it and I'm not willing to have you infringe on my territory." What kind of people are these? Their thinking is very narrow. Plus I have heard bigotry and hatred that some express about minorities being allowed into the trade. America cannot be the leader in democracy and venture out into space while people are preaching this poison.

Wendall Farrell
Texas

Editor's Note: In the bad old days, locksmiths were afraid to trade information with each other. But 60 years ago this month, Stan McLean started The National Locksmith to put locksmiths in touch with one another.

All the people in this trade are not perfect. But I don't believe there is any effort being made to keep minorities out of locksmithing. But as we all know, discrimination does occasionally rear its ugly head in all areas of society.

The best way to band together with other locksmiths is through the associations. It sounds to me as if you are not a member of any. Most all the association members enjoy meeting together to share experiences and information. Most all of them sponsor training seminars to help people become better locksmiths. Why not join up and help change the attitudes you don't like?

Distributor Profiles

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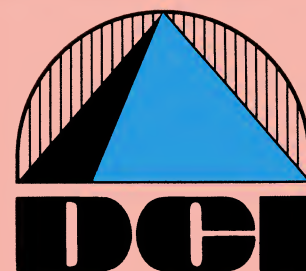
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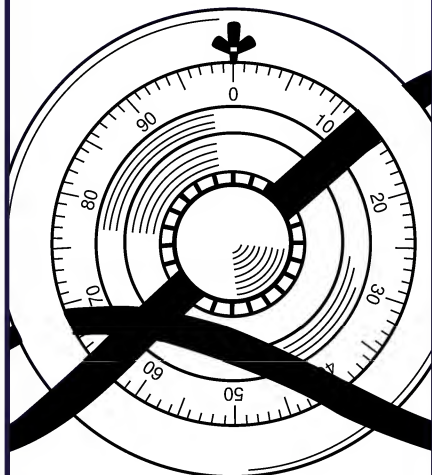
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Continued from previous page

only hours as delivery lead time, not weeks as is standard with the industry. Although young in existence, Wadsworth-White, Inc. has years of experience between its founders, with five architectural hardware consultants and one electrical engineer.

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In 1988, Zipf increased its Kwikset and Dexter selection so much that it now has "the largest variety of Kwikset and Dexter in the locksmith industry, in the United States." Zipf also added a larger variety of Schlage (A Series: Flair, D Series: Athens, Olympiad, etc.), Weiser, Arrow, Lori, AWI, American Junkunc and more.

Also, 1988 is seeing the addition of many new items such as Hager (hinges, door stops, etc.), Quality (push, pull, kick plates), Don-Jo, Buddy, American Device, Abus, A-1 and more. To show off all these new items, Zipf has a New Item catalog available.

To go along with this wide variety of items, Zipf has added another goal—"We do not want to be undersold on price." Therefore, they encourage customers to call if a lower advertised price is found and they will do their best to meet or beat the "deal." But Zipf didn't stop there, because having a competitive price doesn't mean a thing if you don't have the items in stock. Zipf is proud of their low markout percentage.

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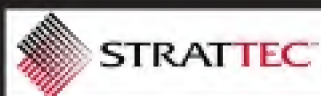
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Lady Locksmith

Continued from page 73

patience, practice and determination. Of course, a little strength, agility and imagination can be a big help. I love my job and I love my work." Some of the buildings at Xavier has old, oversize heavy oak doors that, to some of us, would be an insurmountable task for one person to service. When called upon to replace the pivot hinges on one of these doors, Kathy was asked if she needed a couple of men to assist. She declined the offer and accomplished the task by using shims, props, leverage and some of the door handling techniques that husband Al had taught her.

Along with her duties at Xavier, Kathy has continued to be an active partner with her husband in their own business with Al maintaining in-shop duties during the day and Kathy making service calls and installations in the late afternoon and early evening hours. In addition to this busy schedule she maintains their home and is working mother to Terry and Kristy. Terry,

now 12 years old, is learning the trade, and accompanies his mother on many service calls and is a valuable "right hand" to her. (See photograph 7.)



7. Kathy on her mobile phone.

For many years our profession was a "Secret Society" of males who closely guarded the knowledge they had acquired and shared their "secrets" with no one. Recent years have seen a big change in this sharing of knowledge within the industry and it now is apparent that women are an active part of the industry. What do you call a Lady Locksmith? Kathy Taylor answers that question very simply with, "I am a locksmith." To that statement this observer must add, "And a darned good one!"

Victor Opening

Continued from page 78

If I had read this brochure before, I would have known what I was up against. Anyway I got the safe open, but there was another rub here. The safe had obviously been serviced previously by a less-than-professional safe technician. The combination on this safe was (remember, there are no movable flies here and it is a perforated type wheel combination change) four turns right to 65, two turns left to 75, two turns right to 35, and right to "0." I know that two turns right, and then two turns left seems odd, but that was the way it was set up.

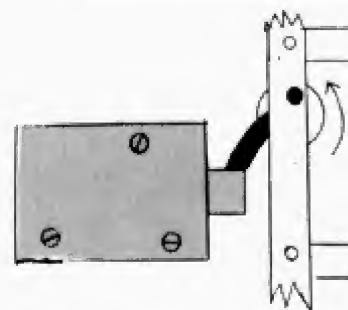
I tore down the mechanism and changed the combination correctly. All I had to do was to change the position of the second wheel. It was a screw change type of lock. All the other person did to change the wheels was move the spacing pin on the upper wheel. By doing this, a fast incorrect combination was obtained. Take the time, ladies and gentlemen, and completely disassemble the lock and make sure it is in good order before putting it back together and getting the customer to try it.

Illustration six shows the blocking procedure for the combination lock and bolts. This Victor used a standard rectangular bolt to block a "dog leg" from the handle cam. The handle had a pin through the bolt bar which with-



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Interior representation of how this safe works. Dog-leg of opening handle is blocked by the standard type square combination lock bolt.

Illustration 6

drew the bolts. An interesting point is that the opening handle turns clockwise to withdraw the bolts. I do not know if that is odd or not, but it seemed strange on this safe. Even putting pressure on the opening handle, there was no pressure on the combination bolt to help with manipulation. The safe was welded and repaired. There was no UL labels on this unit and there was no hardplate.

Open and prosper. ■